Trade and Industry

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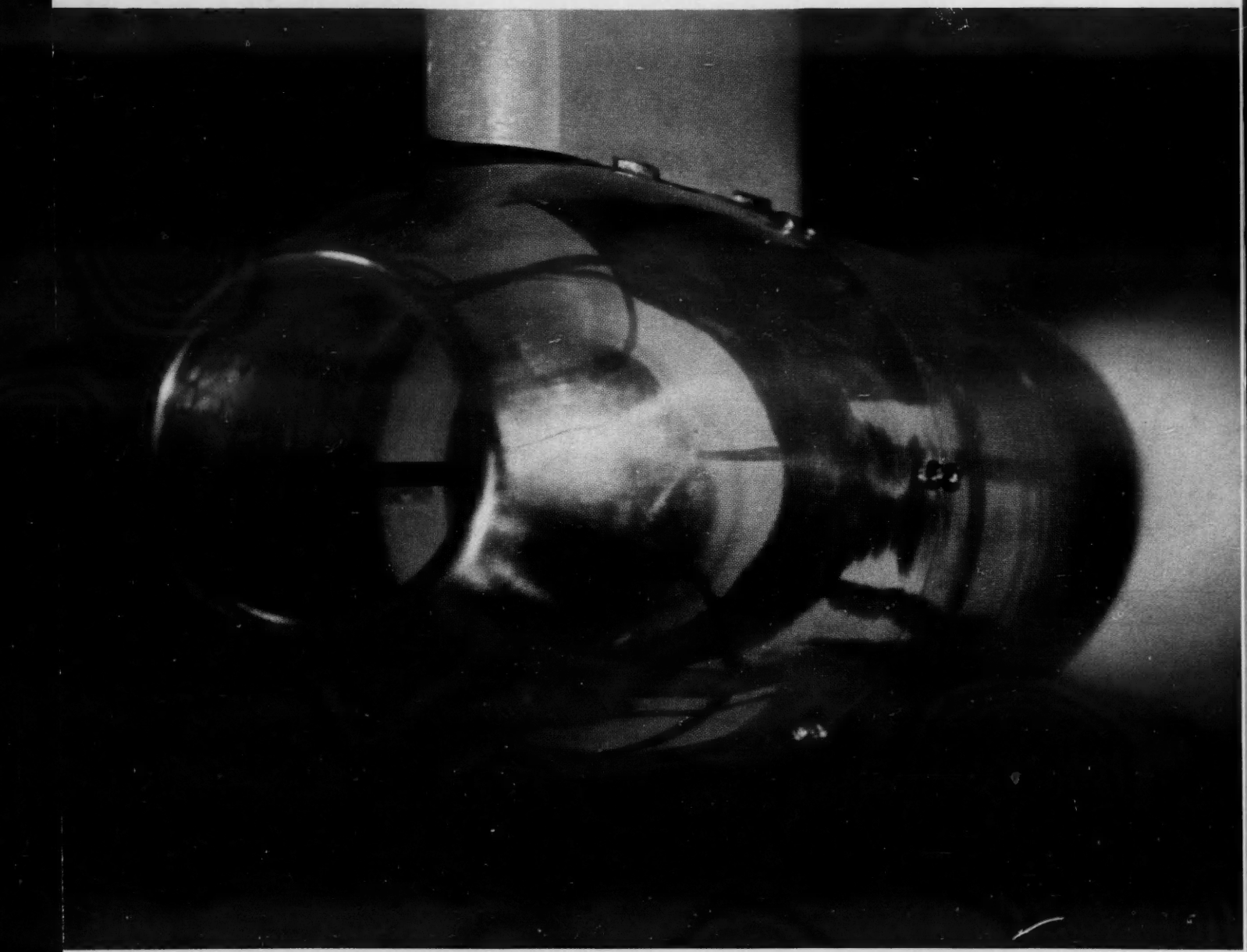

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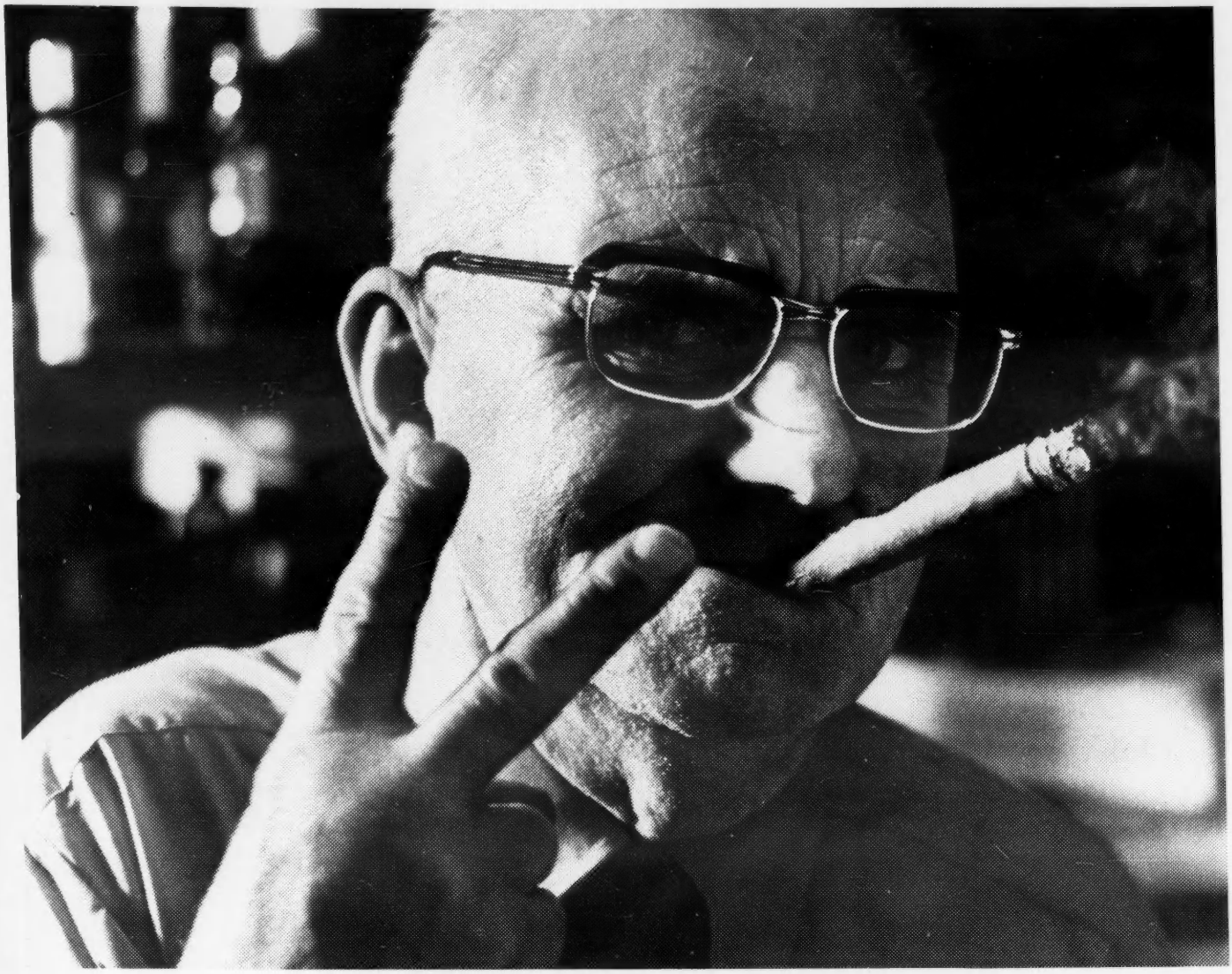

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Subscriptions, Advertisements, Reprints 402
'Rational competition' – with the aid of Interfirm Comparison 405
Progress report on the Common Market negotiations 407
Ministerial meetings of EFTA councils 408
Investment plans and EEC opportunities – The Prime Minister 408
Headboards to be made at Pontardawe 409
Factsheets on Britain and Europe – No. 5 trade 409
Recruitment of British workers for Germany 409
Mr. John Davies visits Sweden 409
Mr. Anthony Grant visits Spain 409
The motor industry and tariffs 409
Sir John Eden opens Tourist Board Conference 410
Mr. Ridley speaks on business and inflation 412
Official appointments 412
Ending the decimal changeover period 412
An export office procedure course 413
The Limited Partnerships (Unrestricted Size) No. 1 Regulations 1971 413
Disclosure of information about imports 413
London Chamber forum on trading with East Germany 413
International Patent Classification Agreement 414
Patents endorsed 'Licences of Right' 414
New references to the Monopolies Commission 415
Courses and Conferences at Birniehill Institute 416

Aviation and Shipping

Channel safety conference 417
Parliamentary Answers 418
Parliamentary Answers on Aviation and Shipping 421
Admiralty tide tables go metric. 422
Visits by British overseas commercial representatives 423
Government surplus sales 423

STATISTICS

The economy: selected indicators 424
Index of industrial production for March 425
United Kingdom overseas trade – unit value and volume index numbers for March 426

Trade and Industry Journal (incorporating the Board of Trade Journal) volume 2 index i-xvi

Business Monitor 429
Deliveries and orders in the engineering industries 430
Release dates of economic statistics to be published in June 431
Cinema admissions and takings in January 432
British films quota returns – 1970 432
New companies registered 432
Northern Ireland index of production 432
Registrations of British and foreign films 432
'Statistical News' for May 433
Retail sales in Northern Ireland 433
'Economic Progress Report' for June 433
Activity in the chemicals industry 434

EXHIBITIONS AND FAIRS

'The Challenge of Europe' – Sir John Eden 439
'Designers at Work' exhibition at the Design Centre 439
Business increase likely in premium field this year 439
British Packaging industry makes its presence felt in Chicago 440
NOR-SHIPPING joint venture the biggest collective exhibit 440
Attendance figures improve at latest Swiss exhibition 441

OVERSEAS TRADE AND EXPORTS

United Kingdom aid to developing countries – The Gambia, Thailand, Fiji, Cyprus and East Germany. Hints to businessmen booklets 442

TARIFF AND TRADE NOTICES AND COMMERCIAL INFORMATION FROM OVERSEAS

Australia: Tariff Board inquiry on aluminium and articles thereof. Tariff changes. Special Advisory Authority inquiry result – Flue heated economizers. Inquiry – vegetable oils and knitted, elastomatic and elastic fabrics 448
Belgium: Maximum selling prices of pharmaceuticals 443
Ceylon: Curfew 445
Chile: Foreign exchange regulations. Prior deposits 452
Cuba: Change of postal address 451
Dahomey: Import of second-hand clothing and rags 445
European Communities: Common agricultural policy. Customs legislations 443
France: Customs Classification 444
India: Import trade control policy 1971-72 446
Irish Republic: Merchandise Marks – certain clothing, carpets and footwear 443
Jordan: Import of tea 445
Malagasy Republic: Global quotas 445
Malawi: Import and export control (agriculture) 445
New Zealand: Customs tariff inquiry – bookbinders' gathering and stitching machines 449
Nigeria: Customs tariff charges 445
Pakistan: Import policy – correction. Tariff charges 446
Panama: Polyurethane foam added to list of restricted imports. Brassieres added to the list of restricted imports 451
Portugal (Azores): Temporary exemptions from import duty 445
Seychelles: Customs tariff amendment 445
South Africa, Republic of: Customs tariff application 445
Spain: Customs tariff modification. Control of exhaust gases from motor vehicles. Capital goods – extensions and additions. Import duty suspension 444
United States: Imports of miniature and instrument precision bearings. Electronic products. Motor vehicle pollution – Californian waiver 452
Yemen, People's Democratic Republic of: Exchange control regulations 446

Any late announcements not indexed on this page will be found at the top of the following page.

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Title	*Last Published*
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Aircraft noise at Heathrow and Gatwick airports (Q)	28 April 1971
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	24 Mar. 1971
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	10 Mar. 1971
UK balance of payments (Q)	10 Mar. 1971
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Capital expenditure:	
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Industry's capital expenditure (Q)	21 April 1971
Catering trades turnover (M)	19 May 1971
Chemicals industry (Q)	This week
Companies:	
Acquisitions and mergers (Q)	19 May 1971
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	28 April 1971
Computers:	
UK computer market (Q)	13 Jan. 1971
Construction work overseas (A)	14 Oct. 1970
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Instalment credit business (M)	12 May 1971
International trade credit (A)	14 April 1971
ECGD business (Q)	3 Mar. 1971
Electronics capital equipment deliveries, research and development (Q)	27 Jan. 1971
Engineering and electrical goods:	
Deliveries and orders (M)	This week
Film industry:	
British Film Fund Agency returns (M)	12 May 1971
Cinema admissions and takings (M)	This week
Overseas payments and earnings (A)	23 July 1970
Registration of films (A)	24 Feb. 1971
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	24 Feb. 1971
Household consumption (Q)	10 Mar. 1971
Footwear industry orders and deliveries (M)	14 April 1971
Foreign trade:	
EFTA trade (Q)	17 Mar. 1971
Industrial countries trade and production (Q)	12 May 1971
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	14 April 1971
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	19 May 1971
Value of overseas trade: analysis of trends (Q)	12 May 1971
Gold and convertible currency reserves (M)	12 May 1971
Hairdressing trades turnover (M)	19 May 1971
Hire purchase:	
Assets and liabilities of finance houses (Q)	18 Nov. 1970
Business (M)	12 May 1971
Industrial building (Q)	28 April 1971
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	This week
Wales index (Q)	31 Mar. 1971
Insurance companies assets (A)	19 Aug. 1970
Investment:	
Book values of overseas direct investments (every 3 years)	23 Sept. 1970
Industry's investment intentions (3 times a year)	20 Jan. 1971
Investment and earnings overseas (A)	7 April 1971
Laundries and dry cleaners turnover (M)	19 May 1971
Machine tools deliveries and orders (Q)	24 Feb. 1971
Man-made fibres:	
Analysis of production (A)	17 Feb. 1971
Analysis of production (Q)	17 Feb. 1971
Deliveries (Q)	17 Feb. 1971
Production (M)	28 April 1971
Volume of production (M)	28 April 1971
Motor industry:	
Car and commercial vehicle production (M)	12 May 1971
Motor trades turnover (M)	19 May 1971
Office development permits (Q)	10 Mar. 1971
Partnerships registered (A)	8 April 1970
Pension funds: assets (A)	19 Aug. 1970
Retail prices index (M)	28 April 1971
Retail trades:	
Index nos. (M)	12 May 1971
N. Ireland index (M)	This week
Royalty transactions (A)	31 Mar. 1971
Shipping:	
Nationality of vessels in UK sea-borne trade (A)	10 Feb. 1971
Steel consumption (Q)	19 May 1971
Stocks:	
Distributive and service trades (A)	28 April 1971
Industry's stocks (Q)	21 April 1971
Retail (M)	19 May 1971
Television:	
Overseas payments and earnings (A)	27 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	31 Mar. 1971
Cotton production (M)	19 May 1971
Hosiery production (M)	24 Feb. 1971
Wholesale houses sales (M)	19 May 1971
Wool exports (Q)	25 Nov. 1970
Wool output (M)	19 May 1971
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	12 May 1971
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1971
Index nos. (M)	19 May 1971

Department of Trade and Industry Organizations, etc.

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British Commercial representatives overseas	7 April 1971
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Directory of DTI (formerly BOT) departments and their work	8 April 1970
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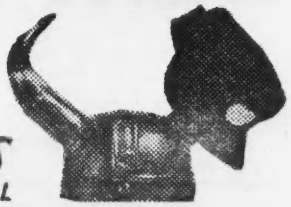

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45	0·365	0·850	0·770	0·925	0·365	0·825	0·735	0·875
100	0·365	0·590	0·590	0·665	0·365	0·575	0·560	0·590
200	0·365	0·450	0·480	0·530	0·365	0·440	0·435	0·450
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'Rational competition'—with the aid of Interfirm Comparison

by H. Ingham, Director, Centre for Interfirm Comparison Ltd.

In his address to the 1971 National Conference of the British Institute of Management the Secretary of State for Trade and Industry, Mr. John Davies, spoke of the 'heightening tensions of rational competition – the stimulator of effort'. With increasing competition in an increasingly difficult business climate managements do have to think harder, plan more effectively and act more decisively. They must keep their firms' policies and practices under constant review so as to detect and remedy competitive weaknesses in their organization and performance. But how is the individual firm to know in what respects it falls short of competitive performance? Unless it can get factual answers to this question too many of its reactions to heightening competition will be based on guess-work, pure and simple. A firm may be lucky in its guesses some of the time but there is a strong probability that it will also make wrong guesses with unfortunate consequences for its income, profit and redundancy rate.

However, a firm can avoid these negative consequences of competition by taking part in an interfirm comparison (IFC) which provides factual information about the policies, practices and results of other firms in its industry or trade. The term IFC refers to activities which enable firms to compare their accounting, cost and other performance figures with those of others in their industry. Such comparisons help them to establish in what respects they are weaker or stronger than others, and to set performance targets, which are not based on subjective judgment only but which take account of the actual achievements of other firms.

The Centre for Interfirm Comparison

Several thousand British companies have already taken part in IFC, most of them in comparisons conducted by the Centre for Interfirm Comparison (CIFC). CIFC was set up in 1959 by the BIM in association with the British Productivity Council and is independent and non-profitmaking. It has by now prepared or conducted IFC schemes in some 70 industries and trades; many of these schemes are organized year after year so that participating firms can use regularly supplied comparative data as a means of monitoring their progress.

The fee per participating firm varies according to the scope and content of the comparison, whether or not participants require to be visited, etc. The normal fee per annum for a management ratio comparison ranges from about £125 to £350. In considering this range of fees it must be borne in mind that IFC are not statistical surveys but provide – through the resulting figures and reports – managements of participating firms with an instrument of self-diagnosis.

It is, of course, essential to the success of an IFC scheme

1. that the organization conducting it is regarded by all concerned as absolutely trustworthy, and that it will not disclose the identity of the firms taking part.
2. that the figures and other data to be compared are carefully selected with the needs of managements in a particular industry or trade in mind.
3. that the figures which participants contribute for processing into ratios and percentages are strictly comparable from an accounting point of view (a condition which is not met when data from **published** accounts of different firms are compared).
4. that the data which are compared relate to firms that are broadly similar in terms of size, product range, marketing method, etc., that the results of the comparison are adequately interpreted, i.e. that each firm receives a detailed report explaining what conclusions it should draw from differences between its own figures and those of others taking part.

CIFC is organized and staffed to meet these conditions. In particular the Centre has developed a method of selecting data for comparison which is of real relevance to top managements of participating firms; i.e. the method ensures that first of all each firm's ratio of profit/capital employed – reflecting its 'total' performance – is compared, and then goes on to cover systematically all major factors affecting this ratio. This method is illustrated by the following example.

The ratios

As the column headed 'ratios' shows the return on capital measurement used in the example is that of 'operating profit/operating assets'. Operating profit is the profit (before tax) earned through the normal operations of the business; it excludes income from investments outside the business. Operating assets are (in manufacturing businesses): land and buildings, plant and machinery and other fixed assets; stocks and debtors (invetments outside the business are excluded). This ratio is used as a 'primary' ratio because it reflects the earning power of the operations of a business.

The comparative position of Firm D – an example of IFC

Ratios	Companies			
	A	B	C	D
Return on assets:				
1. Operating profit/operatings assets (per cent	22·9	20·7	16·6	9·8
Profit margin on sales and turnover of assets:				
2. Operating profit/Sales (per cent)	18·9	18·0	14·4	9·0
3. Sales/operating assets (times a year)	1·21	1·15	1·15	1·09
Department costs (as a percentage of sales):				
4. Production cost of sales	66·0	67·5	71·0	77·1
5. Distribution and marketing costs	8·2	7·9	7·4	6·5
6. General and administration costs	6·9	6·6	7·2	7·4
Production costs (as a percentage of sales value of production):				
7. Materials cost	33·1	32·7	32·9	33·7
8. Works labour cost	18·8	21·1	24·2	27·9
9. Other production costs	14·1	13·7	13·9	15·5
General asset utilization (£s a £,1000 of sales):				
3a. Operation assets	827	872	866	913
10. Current assets	453	469	477	479
11. Fixed assets	374	403	389	434
Current asset utilization (£s a £1,000 of sales):				
12. Material stock	75	95	105	100
13. Work in progress	66	76	87	130
14. Finished goods stock	87	85	77	40
15. Debtors	225	213	208	209
Fixed asset utilization (£s a £1,000 of sales):				
16. Land and buildings	186	207	190	200
17. Plant and machinery	183	191	194	230
18. Other fixed assets	5	5	5	4

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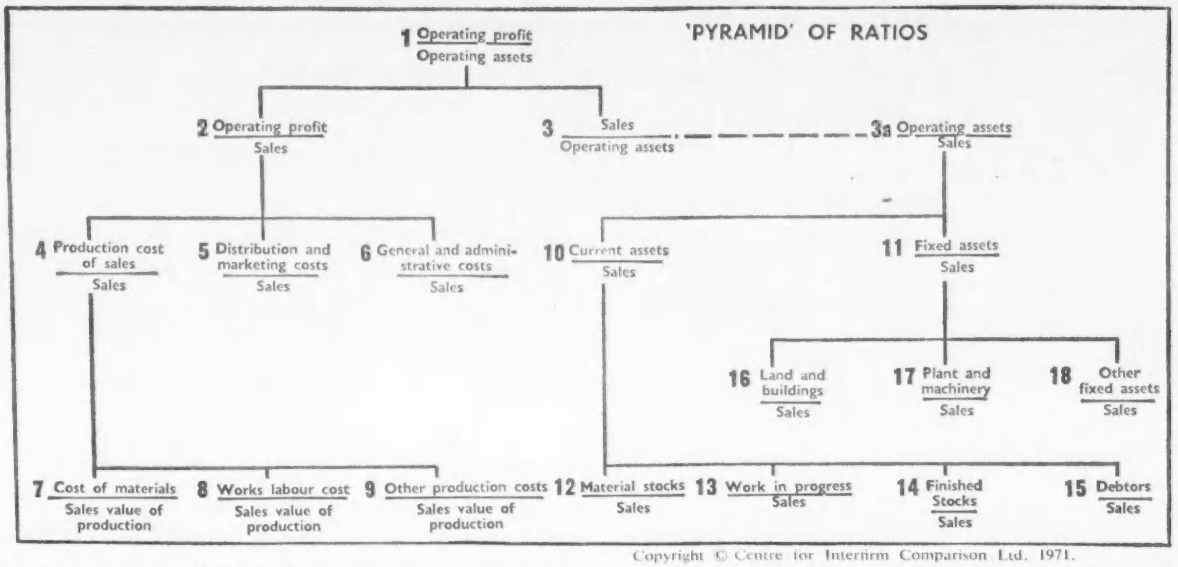
The actual list of ratios on the table illustrates how the Centre's method leads systematically from the measurement of overall profitability to factors affecting it: the overall profitability ratio of the example is wholly determined by two other important relationships (ratios), namely that between its operating profit and its sales (ratio 2) and that between its sales and its operating assets (ratio 3).†

(*Continued on next page*)

† *Brochures discussing the concepts underlying the choice of ratios as well as other aspects of IFC such as the need for comparability of firms and figures and methods of ensuring confidentiality can be obtained, free of charge, from the Centre for Interfirm Comparison Ltd., Management House, Parker Street, London, WC2B 5PT. Telephone* 01-405 3456.


'PYRAMID' OF RATIOS
1 Operating profit / Operating assets
2 Operating profit / Sales
3 Sales / Operating assets
3a Operating assets / Sales
4 Production cost of sales / Sales
5 Distribution and marketing costs / Sales
6 General and administrative costs / Sales
10 Current assets / Sales
11 Fixed assets / Sales
16 Land and buildings / Sales
17 Plant and machinery / Sales
18 Other fixed assets / Sales
7 Cost of materials / Sales value of production
8 Works labour cost / Sales value of production
9 Other production costs / Sales value of production
12 Material stocks / Sales
13 Work in progress / Sales
14 Finished Stocks / Sales
15 Debtors / Sales

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The diagram at the top of the page shows how the other ratios on the table are related to ratios 1, 2 and 3.

Needless to say none of the ratios of the example represent an end point in the analysis. For instance, ratio 5 would in many IFC schemes be broken down into ratios showing distribution costs and marketing costs separately; further distribution cost ratios would be shown relating to transport costs and various aspects of warehousing costs. Separate marketing cost ratios would be shown in respect of e.g. cost of market research, promotional costs and actual selling costs.

As to the works labour cost ratio 8 the analysis would be taken further to show average wage costs per works employee and measurement of labour productivity such as value added per works employee. Links between the works labour cost ratio 8 and the plant and machinery ratio 17 would be established by ratios showing each firm's degree of mechanization (plant investment per employee), value added per pound of plant investment, etc.

In some comparisons conducted by the Centre, the ratio of net profit to equity capital – rather than the primary ratio of the example – is used as a primary ratio. Some of the secondary ratios in such comparisons enable participants to consider the impact of factors like capital gearing and interest paid on non-owners' capital, but will also cover the ratios of the above example.

The example

The table shows the above-mentioned ratios in respect of four firm's. This condensed exemple of an IFC in a light engineering industry is hypothetical but based on an exercise in which 35 companies took part. The actual comparison went into considerable depth covering some 40 ratios and much background information.

Firms A to D on the table are of similar size and each of them offers a wide range of products. Firm D's return on operating assets is considerably lower than those of the other firms.

Background information provided by firm D indicated that in comparison with firms A to C it manufactured fewer items of its range for delivery ex-stock, and that a large proportion of orders received was in respect of non-stock items. With the considerable variety in firm D's order mix there was much idle time due to the need to change machine set-ups; firm D was therefore not able to use its work labour and plant as effectively as firms A to C whose turnover included a considerably greater percentage of orders for stock items. Moreover firm D with a large variety of products ordered found it more difficult than firms A to C to avoid accumulations in work in progress; hence firm D's relatively unfavourable production resource utilization ratios 8, 9, 13 and 17.

Through the IFC firm D could establish that the other firms had applied a different policy, i.e. one of building up stocks with a view to making effective use of their production resources. The comparatively high marketing cost ratio (ratio 5) of firms A to C show that these firms had to make an intensive marketing effort so as to avoid accumulations of stocks; however, on balance their policies resulted in considerably higher returns on operating assets than that achieved by firm D.

What conclusions should firm D draw from the above? It might try to follow the example of firms A to C and increase the number of items made for stock. However, the firm may find that there are no such products because the other firms are firmly established as quantity suppliers of the industry's only products likely to be in strong demand now or in the foreseeable future; if so firm D may go for an alternative policy, i.e. it may set out to establish a reputation of being a specialist supplier of small quantities of items which its mass-producing competitors may not find it easy to fit into their manufacturing schedules; this policy may help firm D to charge higher prices, thereby improving its profit on sales and its return on assets.

. . . but what about the 'best' firm?

The case of firm D shows that without blunting the edge of competition IFC is a stimulant to constructive thought. But what about firm A? Will it not feel that by taking part in the IFC it helps its competitors rather than increasing its own competitiveness? The answer is no.

First of all firm A cannot know that it is in the first position before it has received the comparative table. Secondly there is no reason to assume that the firm with the highest return on operating assets is the best in every respect. Twelve years' experience of IFC have shown that even the best can learn something from the performance of others taking part in an IFC. This applies also to firm A whose debtors in relation to sales (ratio 15) are considerably higher than those of firms B, C, and D. If firm A were to reduce its ratio 15 to that achieved by firm C its return on operating assets (ratio 1) would rise from 22.9 per cent to 23.4 per cent. Thus the interfirm comparison has shown even the best firm that there is an area in which it could improve its performance.

Furthermore many firms which found themselves in leading positions in their IFC have remarked on the surprising release of managerial energy which they experienced when they realized how well they compared with others. This realization gave them the assurance they needed to pursue their policies and activities with additional strength. Therefore, it would be wrong to assume that it is only the less profitable or less efficient firm which can benefit from participation in an interfirm comparison.

The Centre for Interfirm Comparison has devised different sets of ratios for IFC in wholesale, retail and service trades, for public enterprises, local government, etc.

The Centre has also been active in the field of international interfirm comparisons, covering, for instance, European manufacturers of fork lift trucks and rubber manufacturers, and is currently engaged in expanding its international activities. These comparisons are also based on the principles discussed in the above example which shows that through interfirm comparison competition becomes more rational and productive and therefore a 'real stimulator of effort'. The pooling of data on which IFC is based does not infringe any law because its objective is the improvement of management. The CIFC, having been established as a non-profit-making national organization, offers a unique opportunity to all firms in British industry and trade to improve their competitive position.

Progress report on the Common Market negotiations

Since the article on the EEC negotiations which appeared in 'Trade and Industry' of May 5 (page 225) further progress has been made. This was reported to Parliament by Mr. Geoffrey Rippon, Chancellor of the Duchy of Lancaster in a statement on May 17. He announced that his meetings of May 11-12 had produced agreements on a number of important points which had been outstanding, and proceeded to report in detail on each in turn.

EURATOM

'FIRST THERE WAS a satisfactory measure of agreement on EURATOM. When this subject was first broached, the Community asked the candidate countries for compensation for access to the assets of EURATOM. We said we did not think this request was justified, and I am glad to say that it was withdrawn. We have now agreed in principle to an exchange of knowledge of equivalent value to take place immediately after our entry. We have also settled a number of legal issues arising out of our acceptance of the EURATOM Treaty, including its application to our dependent territories with the exception of Hong Kong.

Tariff quotas

'Next, tariff quotas. We reached agreement on arrangements for 12 industrial products which we at present import wholly or mainly duty free, and where it appeared that the imposition of the Common External Tariff would have meant a new charge on supplies to British industry. The products in question are phosphorus, silicone carbide, wattle extract, plywood, wood pulp, newsprint, ferro chrome, ferro silicone, aluminium, lead and zinc. The only product on which we have yet to settle is alumina.

'The effect of the arrangements we have made is that around 90 per cent of our imports of these commodities from outside the enlarged Community would continue to be imported duty free.

'The Community also agreed to an indefinite suspension of the Common External Tariff on tea. With permission I will circulate details of these inevitably complicated arrangements in the official Report.

Agricultural transition

'We then dealt with the important issue of agricultural transition and Community Preference. Here we were able to settle the main problems, and agree on a basis on which the remaining points of detail can be worked out.

'Briefly, we would adopt the mechanism of the Common Agricultural Policy at the beginning of the transitional period, but our transition to Community prices would be achieved by six even steps spread over five years. The deficiency payments system would be phased out gradually during that period. British producers and consumers and third countries should thus have time enough to make the adjustments which in many cases would be necessary.

'On trade with third countries, we have secured explicit recognition by the Community that if circumstances arose during the transitional period in which significant volumes of trade risked serious disruption, then the enlarged Community would deal with the position.

'The Community would likewise take rapid and effective action to deal with any difficulties which might arise in the operation of the transitional mechanisms.

'The Community recognised that we had a special problem over horticulture. Here it was agreed first that tariff adjustment for horticultural products should proceed at a slower rate; secondly that no move on horticultural tariffs should take place until a year after our accession; thirdly that there would be provisions for flexibility in the adjustment of horticultural tariffs to permit some modifications of the process if necessary; and finally that for apples and pears, where there is a special problem arising from surpluses in the Community, we should replace our quota arrangements at the beginning of transition by a system of compensatory levies, offsetting the difference between British and Community prices. These levies would be gradually phased out during the transition period as British and Community prices come into line.

'Taken together, these measures should ensure that British horticulture gets the exceptional treatment which it needs.

Community Budget

'I now turn to the question of our contribution to the Community Budget. As the House will know, there are several ways of approaching this difficult and important problem.

'The Community has now suggested an entirely new approach, based on certain initial principles.

'The idea is that a percentage – or key – would be set, which would vary by small amounts annually, and would represent the proportion of the Community budget which we would notionally be expected to pay in each of the years of the transitional period. But the sums actually payable in each year would be reduced by a large amount at the start of the transitional period and by a progressively smaller amount as time went on until we arrived at full acceptance of the Community's direct income system.

'An important and favourable development is that the Community admits the possibility of a further period of correctives after the end of the transitional period.

'While welcoming this new approach, I made it clear that its usefulness could only be assessed when precise figures were attached to the formula to enable us to see what we would actually be paying. But if the figures were fair and reasonable, I see no reason why the present proposal should not provide the means of arriving at a solution satisfactory to all concerned.

Commonwealth sugar

'Finally I come to two related questions: that of the association with the Community of the developing Commonwealth countries in the Caribbean and Indian and Pacific Oceans; and that of future imports of sugar from the developing Commonwealth countries.

'The Community have now agreed that they are prepared to reaffirm the 1963 Declaration of Intent in respect of the independent Commonwealth countries in the Caribbean, Mauritius, Fiji, Western Samoa and Tonga. This Declaration offered a choice between two forms of association and a trading agreement. I warmly welcomed its reaffirmation, which would give the countries concerned complete and wide protection and freedom of choice. They would have up to 1975 to negotiate these arrangements with the enlarged Community, of which we should of course then be a member. Until then our existing pattern of trade with them would remain unchanged.

'As regards sugar, the Community on May 11 undertook to bear in mind the importance of sugar for the economies of the developing Commonwealth countries concerned after 1974, and suggested that the question should be settled within the framework of negotiations on whatever form of association or trading agreement these countries wanted.

'I replied that this approach was helpful but needed clarification. I did not think that the undertaking, so far as sugar was concerned, was sufficiently firm to provide the sort of assurance which the Caribbean countries and other sugar producers had always needed.

'In the early hours of May 13 after further contacts, the Community put an additional text to us. They now said that it would be the firm purpose of the enlarged Community to safeguard the interests of the countries in question whose economies depended to a considerable degree on the export of primary products, in particular sugar.

'This text amounts to more than a Declaration of Intention. It is both a specific and a moral commitment.

'I can now say this to the developing sugar producing countries of the Commonwealth.

'There would be room in the enlarged Community, of which Britain would be part, both for present quantities of sugar from these countries at remunerative prices and for the development of sugar beet production.

'With this safeguard now promised I believe the House can be satisfied that these countries will not suffer from our entry into the Community. The assurances which successive British governments have given to these developing countries have now been doublebanked by the Community's commitment.

'I thanked the Community for their Declaration but made it

(Continued on next page)

THE COMMON MARKET NEGOTIATIONS, *continued*

clear that before accepting it, I must consult the Commonwealth countries concerned. I am hoping to arrange these consultations in the very near future.

EFTA

'I believe that the progress on all these points which was made in Brussels last week is a clear demonstration of the Community's desire to carry the negotiations rapidly forward to a successful conclusion. We shall be meeting again at an additional Ministerial meeting in Luxembourg on June 7.

'At the end of the week I was in Reykjavik for discussions with my Ministerial colleagues of the European Free Trade Association.

'My colleagues unanimously expressed satisfaction at the progress made in the Brussels negotiations and in the discussions the European Free Trade Association countries were having with the Community. They expressed their confidence that all European Free Trade Association countries would be able to participate in the progress of European integration in a way acceptable to the Community and to themselves.'

Discussion following Mr. Rippon's statement is given in *Hansard*, May 17, cols 887 to 904.

Ministerial meetings of EFTA councils

THE FOLLOWING Communique was issued after the Ministerial meeting of the EFTA Councils at Reykjavik on May 13 and 14:

'On the invitation of the Government of Iceland, the EFTA Council and the Joint Council of EFTA and Finland met at Ministerial level on May 13 and 14, 1971 at Reykjavik, the hospitable capital of the newest member of EFTA. Mr. E. Brugger, Swiss Federal Councillor, Head of the Federal Department of Public Economy, was in the chair.

'In the EFTA Council, with the Finnish Minister present in his personal capacity, Ministers had a full discussion of the prospects for wider European integration which had always been the main objective of EFTA. They welcomed the progress made since their last meeting in November 1970 in the negotiations and exploratory talk between the EFTA countries and the European Communities.

'On the negotiations of the candidates for Community membership, Denmark, Norway and the United Kingdom, Ministers noted that a great deal had been accomplished and agreement reached on a large number of matters. They were especially glad to note the significant progress made in the meeting just concluded in Brussels between the United Kingdom and the Communities. Ministers furthermore considered that the exploratory talks of recent months between the EFTA countries not seeking membership and the Communities should provide a suitable basis for their forthcoming negotiations. They expressed confidence that a basis had now been laid for the solution of the outstanding problems in respect of all EFTA countries.

'Ministers reaffirmed their strong interest in safeguarding, as an important part of an enlarged European Community, the free trade already established between EFTA countries. They reiterated their desire, which is in line with that expressed by the Communities, that all the accession treaties and special relations agreements should come into force at the same time; all these arrangements should be in conformity with the GATT.

'The Association is engaged in finding workable solutions to the practical problems involved in the maintenance of the free trade already achieved in EFTA. All Ministers expressed appreciation for the work already done and instructed the Councils at official level, assisted by the Secretariat, to pursue it vigorously.

'Ministers held a general discussion of the world trade situation, during which reference was made to recent events in the monetary field. Emphasis was laid on the importance of current work in GATT on non-tariff barriers and on the preparation of future negotiations for the further liberalization of world trade. Ministers were pleased to note the support for this work recently expressed by the world business community through the International Chamber of Commerce. They emphasized that developments in Western Europe should not prejudice efforts to promote trade with other important areas, including trade between East and West. Ministers noted with satisfaction that the generalized preference scheme for the benefit of the developing countries would soon be brought into effect, according to the principles laid down both in the OECD and UNCTAD.

'Ministers noted with satisfaction the continued increase in trade of the EFTA countries and particularly in their trade with each other, which in 1970 had shown a larger increase than in any year since the Association was founded. This once again illustrated the advantages which the EFTA countries had obtained from the abolition of barriers to trade between them. Ministers also noted that June 1971 would mark the tenth anniversary of Finland's association with EFTA. Over that period the co-operation under equal rights and obligations between Finland and the EFTA Member States had developed to the fullest satisfaction of all members of the Association Agreement.

'Noting that the necessity for national inspection, for health and safety purposes, of the production of certain goods could result in considerable non-tariff barriers to trade, Ministers welcomed the new agreements which had been concluded for the mutual recognition of inspections of a number of important articles of trade: pharmaceuticals, pressure vessels and ships' safety equipment. These agreements were open to the membership of other countries with comparable inspection systems and Ministers would welcome interest on the part of such countries. They also hoped that these agreements would be followed by others concerning different products.

'Ministers agreed that the next regular Ministerial meeting of the Councils will take place in Geneva on November 4 and 5, 1971.'

Investment plans and EEC opportunities

– The Prime Minister

INVESTMENT PLANS, if the EEC negotiations succeed, will need to take account of the opportunities offered by a market as large as the United States, said Mr. Edward Heath, the Prime Minister, speaking in London on May 18.

Earlier the Prime Minister, who was addressing the Institution of Electrical Engineers at their Centenary Banquet, said that since the war, with the co-operation of the Institution and similar bodies, technological education had expanded very rapidly.

'But to produce brilliant research scientists and competent technologists – important though it is – is not enough.' said Mr. Heath. 'Economic success – both for the individual firm and the country – can only be achieved if technical skill is combined with and supplemented by the skills of management. The two skills in which we have, I think, fallen short in recent years are marketing and financial control.

'We are perhaps too familiar in this country with the product which is technologically superior but which cannot be sold. Either because it is not what the market wants or because no real effort has been made to sell it to the market. We are also painfully familiar with the product which is technologically superior and sells well but makes a loss.

'Again I think that an attitude of mind is partly responsible for this. The attitude of mind that sees profits as slightly reprehensible, perhaps even shameful. As a Government we have made it one of our first priorities over the past 11 months to change this climate of opinion. We have tried to restore in this country some of the stimulus of competition and some of the disciplines of competition. We believe that competition is still the best way of promoting the efficient use of resources, for encouraging and rewarding effort and for increasing the national wealth for the benefit of the community as a whole.

'That is why we have changed the system of investment incentives. We did not believe that it was right to levy a heavy tax on industrial profits in order to pay out indiscriminate investment cash grants. We have reduced corporation tax and thus freed resources for firms to use according to their own commercial judgment. And the assistance we shall give to firms who want to invest will be through tax allowances linked to profitability.

'The same philosophy has guided what we have done in personal taxation. We believe in more incentives for the individual to work harder not just for himself but to increase the national wealth for the good of the community. We believe in more incentives for the individual to save for the future not just of his own family but of Britain. I particularly welcome the excellent growth of National Savings in the last financial year – a net increase of £292 millions, the best result since 1964/65. These are the aspirations which

gave this country its place in the world in the nineteenth century. These are the aspirations which we are trying to foster again.

'But it is not a task for Government alone. And more and more people are realising this as time goes by – on both sides of industry. The lesson is slowly being understood that strikes which disrupt production and delay deliveries threaten not only the prosperity of a firm but also the jobs it provides. The lesson is being learnt that the pursuit of higher wages which bear no relation to productivity eats into profits and compels firms to cut down their work forces. That is why we have made it our first priority to deal with wage inflation.

'And, as progress is made, managements will I hope look increasingly to the future and to the opportunities which lie ahead. Too often in the past, during periods of slow growth, investment has been neglected. Firms have deferred their plans for expansion and their purchases of more up-to-date plant and machinery. Then when the economy has started to pick up again, they all put in their orders at once. There are delays and many of the orders which could have been met in Britain are met instead from overseas.

'It is regrettable but true that, despite all the efforts of this Institution and many of the firms and organizations represented here far too much of the plant and machinery on which our industry depends is out-of-date. Now is the time, when there is spare capacity, to get it replaced. Now is the time when at last there is a tax system which rewards enterprise and efficiency, to invest in the future.'

Factsheets on Britain and Europe— No. 5 trade

THE FIFTH in the series of Government Factsheets on Britain and Europe describes the changes which have taken place over the past decade in the volume and pattern of Britain's export markets, deals briefly with the subject of protective duties and reciprocal preferences, and discusses the potential for growth in exports of our manufactured goods to Europe.

Copies of Factsheet No. 5 are available free of charge at post offices.

Recruitment of British workers for Germany

THE DEPARTMENT of Employment has announced that officials of the German Federal Ministry and Federal Institute of Labour have been in London recently for talks with officials of the Department about ways of securing still closer understanding and co-operation in the arrangements for recruitment of workers in Britain for employment in Gemany.

Over recent years there have been acute labour shortages in Germany and a steady increase in the number of British workers there. They now total about 15,000, including 5,000 women. As a result of agreement reached at the talks in London there will be a fuller exchange of information in future between the labour authorities in each country.

All inquiries from or on behalf of British workers about employment opportunities in Germany will be directed to the Central Placement Office of the Institute in Frankfurt. The Department of Employment will be ready to circulate vacancies from German firms to employment exchanges in areas where suitable workers are registered as unemployed.

New leaflets are also to be prepared about living and working conditions in Germany for issue to British workers who may be interested in moving there, and steps are to be taken to ensure that clear and adequate details about wages, taxes, accommodation and other basic matters are provided in all cases by German employers wishing to recruit in Britain. It is hoped that these measures will help to ensure that British workers going to work in Germany are well briefed in advance and that any movement of labour of this kind will bring benefits to both countries.

Headboards to be made at Pontardawe

THE DEPARTMENT of Trade and Industry have allocated their advance factory of 10,000 sq. ft. at Hebron Road, Clydach, near Pontardawe to Craftdene Furniture Ltd. Craftdene Furniture are manufacturers of headboards which they supply to many of the leading bedding manufacturers. The company have operated from temporary premises in Swansea since September whilst they have carried out investigations into the availability of suitable local labour and of larger premises. The factory at Clydach will enable the company to meet steadily increasing demand for their products.

Mr. John Davies, Secretary of State for Trade and Industry, being interviewed by the chief correspondent of the Swedish Broadcasting Corporation in London, Mr. Bo Jarborg. The interview, which was held in Swedish was broadcast on television in Sweden prior to Mr. Davies' arrival there. It went out under the title of 'Rapport'.

Mr. John Davies visits Sweden

THE SECRETARY of State for Trade and Industry, Mr. John Davies, is on a two-day visit to Stockholm (May 25-26). He has accepted an invitation to address the British Swedish Chamber of Commerce today (May 26).

The Swedish Government was due to give a lunch for Mr. Davies on May 25 when he was to have informal discussions with Mr. Feldt (Swedish Minister for Trade) and Mr. Wickman (Swedish Minister for Industry). Mr. Davies was also calling on the Prime Minister, Mr. Olof Palme.

Yesterday afternoon (May 25) Mr. Davies was addressing a meeting of the General Exporters Association of Sweden.

He will also take the opportunity of meeting British businessmen resident in Sweden.

Mr. Anthony Grant visits Spain

MR. ANTHONY GRANT, Parliamentary Under-Secretary of State for Trade has been visiting Spain from May 22 to 26. During his stay Mr. Grant met the Spanish Minister for Commerce, Senor Fontana Codina, the Minister for Industry, Senor Lopez de Letona and representatives of the Instituto Nacional De Industria (INI). This was the first official visit of a United Kingdom Trade Minister to Spain since Mr. Heath's visit of 1964, as President of the Board of Trade.

The motor industry and tariffs

SPEAKING in Parliament on May 17, the Secretary of State for Trade and Industry, Mr. John Davies, said: 'I wish to make a statement about my recent reference to the unilateral abatement of tariffs.

'It was suggested by a speaker at a party conference that the Government should consider the abatement of the existing tariffs which protect the motor industry as a means of dealing with the excessive wage settlements recently reached in that industry. I confirmed that I had that under consideration as one of a range of possible measures open to the Government. I also made it perfectly clear that there was no question of a decision having been taken. We on this side of the House, have long said that we would be ready to consider reductions of tariffs, where appropriate, in order to heighten competition.'

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Trade and Industry, *Room 437, Department of Trade and Industry, 1 Victoria Street, London, SW1H 0ET (Tel. 01-222 7877, Ext. 2653/6)* ***not to HMSO.***

Sir John Eden opens Tourist Board Conference

Sir John Eden speaking at the English Tourist Board Conference in Coventry. With him at the table are (left to right): Alderman Norman Richardson (member, English Tourist Board); the Lord Mayor of Coventry (Alderman S. J. Cordery); Sir Mark Henig (chairman, English Tourist Board); Mr. Derek O. Gladwin (member, English Tourist Board).

THE UNITED KINGDOM GOVERNMENT puts more into overseas promotion for tourism than any of our competitors, and this year plans to give the BTA a grant in aid of £3.5 million, said Sir John Eden, Minister for Industry, speaking on May 17 at the English Tourist Board Conference in Coventry.

'This has been a sound investment which has so far yielded a handsome dividend, but we must not relax our efforts. We have grown used in the past few years to an ever increasing flow of visitors from overseas. Last year the total reached the record of $6\frac{3}{4}$ million – more than double the 1964 figure of $3\frac{1}{4}$ million. And in the first three months of this year the total has been 600,000 more than in the first three months of any previous year. But the March figures actually show a drop compared with those of March 1970. This is mainly due to special factors – our Easter visitors last year appeared in the March figures; this year they will be in those for April. But this "hiccough" should at least jolt us into the realization that we cannot take anything for granted. To continue to increase our overseas earnings from tourism means more hard work, both here and abroad.

'But important though all this undoubtedly is, the tourists' contribution to our balance of payments should not be the only objectives of our tourism policy.'

Earlier Sir John said: 'Government policies in many fields affect tourism both directly and indirectly. It is natural that those who are engaged in the industry whether as local authorities or as members of the commercial interests concerned, should want to know where the Government stands.

'One of the great advantages of having a new Government – from time to time, that is; we mustn't make a habit of it – is that, coming fresh to office, it is in a marvellous position to take a long hard look at all existing Government activities and expenditure. Some of the activities may no longer be appropriate; some areas on which money has been spent may no longer need support. In other cases the activities or the financial support may be directed towards objectives which need to be reviewed or revised.

'So when I took on my present responsibilities I asked myself three questions: Why had successive administrations put public money into the support of tourism? Were there good reasons for continuing expenditure from public funds in the interests of this sector of our economic life? And if so, were the present objectives the right ones? The answer to my first question was fairly straightforward. Successive administrations had backed tourism because of the importance of its foreign currency earnings to our balance of payments. Substantial Government funds have been provided for overseas promotion with the objective of achieving the maximum growth in earnings, and maximum benefit to the balance of payments from this source.

'But as time went by it became apparent that something more was needed. It was not enough just to encourage visitors to our shores. We had to be sure that, once here, adequate accommodation was available for them. So Government financial assistance was extended for this purpose by means of the Hotel Department Incentive Scheme.

'The impact of this policy has profoundly affected the thinking of all who are engaged in tourism in this country. Many places which traditionally receive few overseas visitors have been anxious to secure the kind of facilities which they believe will attract them. For tourism success has been measured in terms of the proportion of foreign visitors secured.

An important yardstick

'This remains a yardstick of the very greatest importance. We must continue to increase our earnings from foreign visitors; and we must see to it that the success we have had so far is sustained by a much wider spread of these visitors over the country as a whole. These objectives will most certainly still have our active support. And by support I mean cash.

'When I moved on to my second and third questions,' continued

Sir John, 'and considered the justification for continuing expenditure of public funds on tourism, it became clear that our objectives needed to be reviewed and broadened. As a result of concentrating so much effort and attention on our balance of payment problems we have come close to ignoring other no less vital aspects of the tourism scene. For example, tourism can be a factor of major significance in evening up the balance between the major industrial areas and the rest of the country. Of course it needs imagination and drive but the scope for tourism in this country is enormous. It provides a form of economic activity which can be successfully introduced in areas which are totally unsuited to industrial development and it helps bring the wealth earned in one part of the country to be spent in another.

In failing over the past years to realize the importance of tourism to our regional policies the full value of the domestic tourist market has been overlooked. The home holiday-makers are the backgone of the holiday industry in this country. It is their expenditure which helps to bring prosperity to areas which otherwise might never know it. We realize that when people go abroad for their holiday, the host country benefits from the money they spend there. But we have not sufficiently recognized the value to us here of the holiday-maker who stays at home. By moving on holiday from one part of this country to another they help to spread our resources, and in this way make a valuable contribution to the battle against both inflation and regional unemployment problems.

In many parts of the country, I know, great effort is made to meet the needs of the home holiday-maker. Nowadays that means increasing flexibility and variety and a readiness to adopt changing requirements. But overall this has tended to take second place to the pursuit of the overseas visitor. There are no doubt good reasons for this – their higher expenditure per head being one factor – but we need to keep things more in balance. Perhaps the main reason for this rather unenthusiastic response to the demands of a growing home holiday market is that too many have failed to appreciate its importance. It has not been given the degree of priority it deserves.

Development of Tourism Bill

'Our own understanding of this was amply demonstrated during the passage through Parliament of the Development of Tourism Bill, when we took the lead in creating the English Tourist Board. The Board has a special responsibility for encouraging the expansion of the home market; and I am sure that this will be carried out in a way which will have regard to the economic requirements of the regions.

'Our new proposal to offer £1 million to help tourist projects in development areas in Great Britain, announced by the Chancellor last October, springs directly from the wider objectives which we have set ourselves. For the first time we shall be offering a wide range of projects which help to provide attractions for tourists. For the first time this will be done on a selective basis. The funds available are limited – and rightly so. We do not aim to help all tourist projects in these areas; we do not even aim to help most tourist projects. The new measures are designed for the special case. They provide a means of triggering off development where tourist potential is not fully realized. As such they should encourage market research both by Tourist Boards and by the tourist industry aimed at finding out what the tourist of the future really wants. The benefits of this work will not be limited to the areas directly concerned. The techniques will be able to be applied to other parts of the country and to areas where tourism is already an important economic activity.

Development Areas

'In addition, hotels started in Development Areas since March 31 this year will be eligible for considerations for Local Employment Act assistance if they bring in 50 or more new jobs. There is already a scheme to help smaller tourist accommodation projects which is operated by the Development Commission. So altogether we are offering help to a wide range of Development Area tourist schemes.

'I have often been asked why these measures of assistance have been limited to the Development Areas when so many of our holiday areas lie elsewhere. I entirely accept that a large number of our resorts and of the areas where there is tourist potential are not within the Development Areas. But some of the growth points are in these areas and it is an essential part of the Government's overall policy that development here should get priority.

'It has been suggested to me that we ought to designate special Tourist Development Areas and give them special assistance. But it would be inconsistent with our immediate objectives now to extend the limited funds now available to help tourist projects to parts of the country outside the present designated areas. There is another reason why I think it would be wrong to create Tourist Development Areas. Some people, when using this phrase, have in mind areas of potential development. I know that over the next few years our Tourist Boards will be examining the country's potential in detail. But I doubt very much whether they will find this potential tidily arranged within definite boundaries. Would anybody here today be prepared to stand up and say that his part of the country had no tourist potential? Another interpretation of the TDA concept is an area in which the tourist business is in decline. There are likely to be several different reasons for changes in the ability to attract tourists. New social patterns, changes in fashion, the effects of industrial development and other economic and geographical factors. I have a strong suspicion that such an attempt by Government to influence market forces could well do more harm than good. The right way to encourage existing tourist areas to make the best use of their potential is by helping them to *market* their wares more effectively. By creating more business, efficient marketing can encourage further investment. I am very glad that the English Tourist Board have laid so much stress on the importance of an effective marketing strategy.'

Sir John continued: 'We want to see a flourishing tourist industry in all parts of England, both in the present tourist areas and elsewhere. To achieve this we must certainly encourage the improvement of existing facilities and the development of new ones. But excessive reliance on Government grants is not the right way to go about it. Our policy for this as for other sectors of the economy is to create conditions in which the industry can on its own develop healthy growth and expansion.

'We have already taken some very important steps in this direction SET – long a source of complaint from the hotel industry – is to be halved – and it is not only hotels that will benefit. Holiday attractions and other services for tourists will also benefit from the effects. And this is true also of the general reductions in taxation which the Chancellor has announced.

'Another change which will be particularly helpful is the new system of depreciation allowances for plant and equipment for which, unlike investment grants, the service industries are eligible. There are two points I should like to mention in this connection. These allowances will do a lot to encourage modernization of holiday accommodation. But more than this, they are evidence of the Government's determination to end the discrimination against the service sector. And that is what matters to the people who plan to invest in tourism.

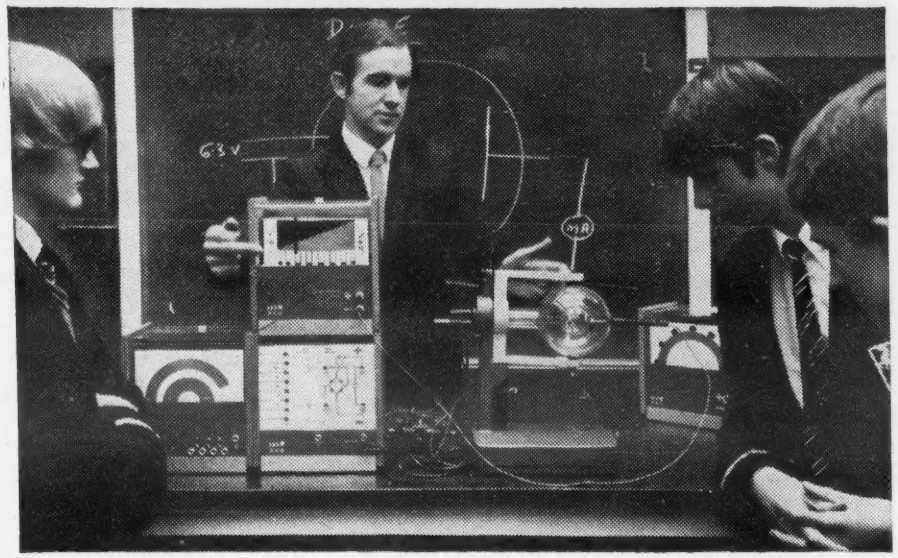
Tourist facilities should meet commercial criteria

'Given the right conditions, it is a sound principle that tourist facilities should meet normal commercial criteria. Where there are no direct earnings the investment should be able to be justified on the expected indirect earnings. Holidays and travel bring many real benefits but that does not mean that holiday facilities should be provided as a social service. Tourism is business – or rather a variety of businesses – and it must be left as free as possible to respond both to the pressures and the requirements of the commercial environment in which it has to operate.

'I know that in some countries the Government lays down a rigid blue print for tourist development: a piece of coast here is to be rid of mosquitos and developed with 25 hotels and 10 car parks; a mountain area there is to become a ski resort. This is all very well for countries whose tourist product is different from ours; where stretches of the country, unused by the local inhabitants, are given over exclusively to tourism. But this would not be appropriate in our case. We have a quite different and a wholly unique product to sell. Unlike many other countries we have a strong home market and our overseas visitors come to see how we live as much as to see what the country is like. The development of tourism cannot be separated out as though it were a specialist function on its own. It is an integral and an essential part of development as a whole, contributing to the life and character of each particular locality from which it in turn derives so much of its own personality.'

Sir John concluded: 'And so I shall not try to do the job of the English Tourist Board, of local planning authorities or of the tourist trades. But I would ask those of you who will be shouldering these tasks to bear in mind the objectives which we have been discussing today. We most certainly must not – and will not – forget our overseas visitors. But the time has come for a completely new approach to the home market – we are not second-class holiday makers. If we concentrate on establishing the characteristics of the home market and catering for its needs we shall provide a basis for growth not only in existing tourist areas but in many parts of the country where the economic benefits of tourism offer real hope.'

THE DUKE OF EDINBURGH'S DESIGN PRIZE



The 1971 Duke of Edinburgh's Design Prize has been awarded to Mr. Derek Power, BSc, ACGI, for conceiving and directing the development of a range of atomic physics teaching apparatus which is made by Teltron Ltd. (a subsidiary of Onics Holdings Ltd). The Duke of Edinburgh presented a certificate to Mr. Power at a ceremony at the Royal Mint at Llantrisant, Wales, on May 21; at a similar ceremony next year, Prince Philip will present him with an actual prize, an appropriate article designed by Mr. Power himself or commissioned from another designer. In awarding the prize to Mr. Power, the founder of Teltron Ltd., Prince Philip and his judging panel have recognized the contribution which Teltron has made to the teaching of atomic physics, both in the provision of a unique range of equipment and in the clarity with which experiments are presented to the class. Teltron's turnover is expanding rapidly and exports already account for nearly a half of production; France, Germany and Scandinavia are good customers and sales are beginning to be made to educational establishments in Malaysia, South Africa, Japan and the United States. Picture shows the equipment in use at Forest Hill School, London, S.E.23.

Mr. Ridley speaks on business and inflation

MR. NICHOLAS RIDLEY, Parliamentary Under-Secretary of State for Industry, Department of Trade and Industry, addressing the Manchester Business School Association, on May 20, said it might well be asked what the Government was doing to stop inflation.

'The truth of the matter seems to me to be that Government could only stop inflation quickly by jamming the brakes on, both fiscal and monetary, very hard, to an extent which would cause unacceptable deflation and distress,' he said.

'I think the right policy and the one available to Government in present circumstances is to hold firm whenever it has the direct responsibility, whether on wages or prices, and to use what weapons it can to induce the private sector to hold firm too. We can then match the reduction in the pressure of inflation that is achieved with a tightening of the money supply. The Chancellor has made it clear that whereas in the earlier part of the current year there would be risks for company liquidity and unemployment in reducing the rate of growth of the money supply to much below the average 3 per cent a quarter rate of increase in recent quarters, his intention is that as the rise in prices and costs is moderated, so the rate of growth of the money supply will be reduced.

'Just as you have to estimate for many uncertainties in quoting for contracts so you will have to estimate how much you should allow for rising prices. I wish I could give you exact predictions of the likely out-turn, but I fear I cannot. I can only tell you that we are very determined in our efforts to get on top of the most difficult of the many problems which face us. It is in your long term interests to help us, as it is in that of the whole nation.'

Official appointments

THE SECRETARY of State for Trade and Industry has authorized the following appointments: Dr. Trevor Broom and Mr. M. S. W. Gorringe, as members of the Industrial Coal Consumers' Council.

Mr. M. J. Marshall of Cambridge to be a part-time member of the Eastern Electricity Board.

Mr. G. L. May to be reappointed as a member of the South Eastern Gas Board and Mr. J. Eliott as a part-time member of the South Western Gas Board.

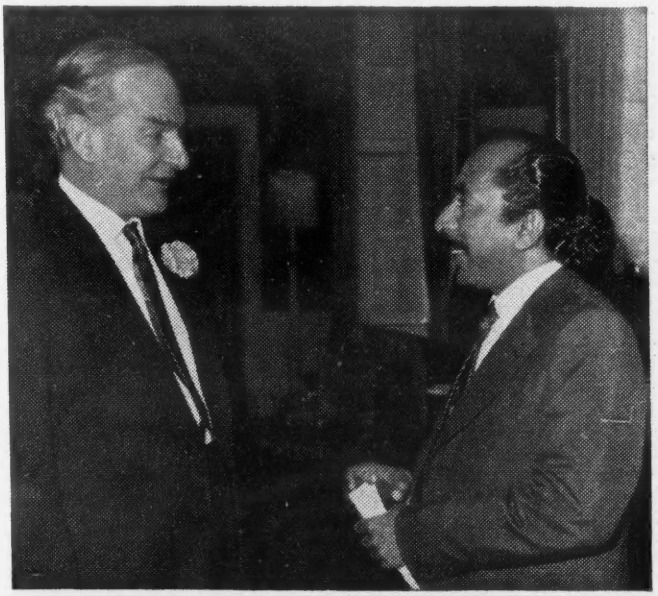
Mr. J. Hudson to be chairman, Northern Gas Consultative Council; Mr. W. C. Kincaid to be chairman, Eastern Gas Consultative Council; and Alderman W. F. Hender to be chairman, South Western Gas Consultative Council.

Councillor D. G. Damerell, of Torquay, and Mr. R. J. Smith, of Bristol, to be members of the South Western Electricity Consultative Council.

Ending the decimal changeover period

THE DECIMAL CURRENCY BOARD are considering recommending the Government to end the formal changeover period (during which both the old and the new money remain legal tender) on August 31 this year. This would be six and a half months after D Day (February 15) when Britain began the changeover to decimal currency.

A Board letter, seeking views on this proposal, has been sent to about 100 representative organizations in trade and industry and to consumer interests.



Mr. Michael Noble (left), Minister for Trade at the Department of Trade and Industry, was host at an Admiralty House lunch on May 20 for HE Sayyid Faisal Bin Ali, Minister of Economics of the Sultanate of Oman's Government. He was in the United Kingdom from May 1-22 as a guest of the Government. During his tour he visited the Torry Research Laboratory, Aberdeen.

An export office procedure course

AT THE REQUEST of the Joint Committee of Industrial Training Boards on Export Training, the Department of Employment has prepared a five-day course in Training in Export Office Procedures. This joint venture by the Department and the Industrial Training Boards has the support of the Department of Trade and Industry and is a direct outcome of the recommendations of the Report, *Training of Export Staff* by the Commercial and Clerical Training Committee of the Central Training Council.

The course has two main objectives: To enable students to gain experience in office procedures and documentation associated with exporting, and to show them how to pass on this acquired knowledge in the most effective way. A feature of the training is active participation by each student in practical exercises. The syllabus is based on the assumption that the majority of students will have some knowledge of clerical work, but not necessarily a knowledge of exporting techniques.

The course is not intended to teach how to export, but rather what is involved in exporting, and the necessary procedures and documents associated with exporting. Sessions cover such subjects as export sales office functions, terms and conditions of sale and methods of payment, making a contract, export shipping office functions, communication, documentation, aids to exporters, bills of lading, documentary letters of credit, bills of exchange, and air freight.

The non-residential course begins at 8.45 a.m. on Monday and ends at 2.30 p.m. on Friday, and is based at the Department's Instructor Training College, Pixmore Avenue, Letchworth, Herts. The fee, which covers tuition only, is £28 per student. For further information apply to: The Senior Training Officer (T E4/EXP), Department of Employment, Ebury Bridge House, Ebury Bridge Road, London, S.W.1 (Tel. 01-730 9661, Ext. 49).

The Limited Partnerships (Unrestricted Size) No 1 Regulations 1971

THE LIMITED PARTNERSHIPS ACT 1907 provides that a limited partnership shall not consist of more than 20 persons. The Limited Partnerships (Unrestricted Size) No. 1 Regulations 1971 (SI 1971, No. 782), which have been made by the Department of Trade and Industry, exempt from that prohibition certain partnerships carrying on the business of surveyors, valuers and auctioneers.

Copies of the Regulations may be obtained from HMSO price 3p, or 5½p including postage.

Disclosure of information about imports

CONSIDERATION IS BEING given under Section 3 of the Finance Act, 1967, to the disclosure of information relating to the import of the following goods:

SITC (R)		Description
723.22	Insulating fittings for electrical machines, appliances or equipment, being fittings wholly of insulating material apart from any minor components of metal incorporated during moulding solely for purposes of assembly, but not including insulators falling within 723.21 – (other than parts of motor vehicles (ceramic and other 8526 0003 and 0156) and (ceramic 8526 0284)):	
	Code Number: 8526 0423	Plastic
	8526 0551	Other

The Government are consulting the Association of British Chambers of Commerce on this proposal, and the Association will take into account any views received from importers by June 16.

The address of the Association is: Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4.

USING EFTA

Opportunities for the British businessman in the free markets of EFTA are described in 'Using EFTA', published by the EFTA Secretariat in Geneva. This 161 page book provides basic information for the new exporter, outlines the procedures for claiming EFTA tariff treatment and gives useful facts and figures about individual EFTA countries. Copies, together with other EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obained free of charge from the Department of Trade and Industry EFTA Information Centre, 1 Victoria Street, London, SW1H 0ET (Tel. 01-222 7877, Ext. 2479/80).

TRADING WITH EAST EUROPE

The Serck/Vilati/ChemoKomplex Agreement of Co-operation was officially signed in Leamington Spa on May 17. The Agreement is intended to promote the sale of remote supervisory and control systems in Hungary and Eastern Europe. It allows joint tenders to be submitted which include telemetry systems by Serck Controls and display equipment, cabinets, power supply units and contract management by Villamos Automatika Intezet (Vilati) of Budapest, Hungary. ChemoKomplex are the foreign trade organization who are commercially responsible for contracts under the Agreement. For the purposes of the Agreement they are joint partners with Vilati. Pictured signing the Agreement are (left to right): Dr. G. E. Tanay, economic adviser and deputy head of co-ordinating department, ChemoKomplex; Mr. F. W. Randall, managing director of Serck Controls; Mr. B. Landgraf, managing director of Vilati.

London Chamber forum on trading with East Germany

A LONDON CHAMBER of Commerce Forum on trading with East Germany will be held on June 17, at the Elizabeth Suite, Wood Street, London, E.C.2. The chairman of this one-day conference will be Mr. J. B. Scott, leader of the London Chamber's trade mission to East Germany in May 1970.

Further details are available from LCC Forum, London Chamber of Commerce, 69 Cannon Street, London, EC4N 5AB (Tel. 01-248 4444, Ext. 10).

SOVIET AND EAST EUROPEAN STUDIES SERIES

Foreign Trade Criteria in Socialist Economies

ANDREA BOLTHO

The author discusses the theories and planning methods East European countries have adopted to implement their centrally co-ordinated decisions on international trade. **£2.80 net**

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International Patent Classification Agreement

THE INTERNATIONAL PATENT Classification Agreement, which was signed in Strasbourg in March by representatives of 16 countries including the United Kingdom, United States of America, the Federal Republic of Germany, Switzerland and the Scandinavian countries, is the successor to a Council of Europe Convention of 1954 which established the International Patent Classification. Over the years this classification has been elaborated to a substantial extent and it was first published in 1968. Many countries outside the Council of Europe have shown considerable practical interest in this classification. However, because of the terms of the 1954 Convention and its origins, countries outside the Council of Europe were unable to join in the continuous process of improving the classification and adapting it to meet changes in technology.

The new agreement now provides for the participation of countries on a world wide basis and on an equal footing, and consistently with this, transfers the administration of the classification from the Council of Europe to the World Intellectual Property Organization. Like the 1954 Convention it obliges member countries to mark the classification symbols on the specifications they issue. This saves a member country which receives the specifications from another member country the time and expense of classifying them so that they can be used for search purposes. The enlargement of the geographical boundaries is also of practical importance because the classification will be used on published patent specifications filed under the Patent Co-operation Treaty and in connection with the proposed European Patent Convention.

The agreement also provides that countries which join it and which were party to the 1954 Convention must denounce the latter by the time the new agreement enters into force with respect to those countries.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the dates specified:

Number	Grantee	Subject-Matter
	April 13, 1971	
1,106,990	Solvay & Cie	Stabilized composition based on chlorinated polyvinyl chloride
1,109,270	Solvay & Cie	Method of cross-linking amorphous polymers and copolymers of X-olefins
1,113,348	Solvay & Cie	Elastomer-based solid products
1,122,157	Solvay & Cie	Process for the polymerization of olefins and catalyst therefor
953,903	General Aniline and Film Corporation	Azo dyes containing quaternary ammonium substituents
953,903	General Aniline and Film Corporation	Azo dyes containing quaternary ammonium substituents
994,706	General Aniline and Film Corporation	Catalytic reduction of aromatic mononitro compounds
1,001,705	General Aniline and Film Corporation	Derivatives of 2, 2¹ dihydroxybenzophenone
1,020,507	General Aniline and Film Corporation	Substituted cinnamic acid esters and their uses as ultra-violet absorbers
1,013,534	General Aniline and Film Corporation	New benzophenone compound and compositions stabilized therewith
	April 15, 1971	
1,141,391	Gevaert-Agfa N.V.	Preparation of 4-chloro-2 pyrozolin-5-ones and their use.
1,160,434	Gevaert-Agfa N.V.	Improved magnetic recording material.
980,029	Standard Telephones & Cables Ltd.	Line concentrator and its associated circuits in a time multiplex transmission system.
1,038,258	Standard Telephones & Cables Ltd.	Electron discharge microwave tubes.
1,115,940	Standard Telephones & Cables Ltd.	A supplementary gate for a modulator or demodulator.
1,116,027	Standard Telephones & Cables Ltd.	Formation of insulating phosphate layer on copper.
1,128,582	Standard Telephones & Cables Ltd.	Telecommunication exchanges.
1,143,775	Standard Telephones & Cables Ltd.	Intelligence storage apparatus.
1,146,957	Standard Telephones & Cables Ltd.	Telecommunication exchanges.
1,164,386	Standard Telephones & Cables Ltd.	Frequency separation.
1,166,691	Standard Telephones & Cables Ltd.	Magnetic storage arrangements.
1,195,703	Standard Telephones & Cables Ltd.	Thermionic valves.
1,046,617	Nihon Cement Co. Ltd.	Method and apparatus for burning small pellets.
1,131,276	International Standard Electric Corporaton	Controllable amplifier for electric signals.
	April 16, 1971	
1,059,245	International Standard Electric Corporation	Pot core inductor.
1,079,759	Glaenzer Spicer Societe Anonyme	Bearings.
1,086,170	Poclain	Multi-clawed grab having rams incorporated in the claws.
1,088,138	Ralston Purina Company	Animal food and process for making same.
1,175,520	Zaklady Sprzetu Budowlanego Nr 2 Solec Kujawski	Hydraulic clamping heads.
1,188,992	Maurite Jan-Baptist Caluwe	Rotary piston machines.
1,164,232	Regie Nationale des Usines Renault	Improvements in automatic sliding window regulators.
1,184,491	Regie Nationale des Usines Renault	Hydrostatic braking apparatus with servo control for tractor vehicle and its trailer.
1,184,614	Regie Nationale des Usines Renault	Method of sharpening twist drills and machine therefor.
1,193,875	Regie Nationale des Usines Renault	Improvements in fasteners for securing one element to another element.
963,329	Standard Telephones & Cables Ltd.	Automatic telecommunication exchange.
973,717	Standard Telephonzs & Cables Ltd.	Automatic telecommunication exchange.
998,263	Standard Telephones & Cables Ltd.	Magnetic counter.
1,064,247	American Radiator & Standard Sanitary Corporation	Apparatus and method for casting articles.
1,135,610	Les Etablissements Marechal, Societe Anonyme	Method of manufacturing a synthetic product having an internal sparkling effect, and products obtained by said method.
852,242	Agfa Aktiengesellschaft	Photographic printing apparatus with a device for varying the gradation of the print produced.
925,121	Atfa Aktiengesellschaft	Means of adjustment of photographic enlargers.
1,075,915	Ted Neff	Tools.
1,063,543	American Radiator & Standard Sanitary Corporation	Method of framing thin-walled cast iron parts.
1,113,946	American Radiator & Standard Sanitary Corporation	Fluid control valve construction.
1,146,162	American Radiator & Standard Sanitary Corporation	Heat exchangers.
1,165,763	American Radiator & Standard Sanitary Corporation	Fluid flow devices.
	April 21, 1971	
932,260	Automotive Products Company Ltd.	Thermocouples
939,175	Automotive Products Company Ltd.	A device for the measurement of torque
1,056,970	International Standard Electric Corporation	Process and apparatus for producing heat shrinkable tubing
1,088,151	International Standard Electric Corporation	Digital to phase analog converter
874,062	Societa Chimica Dell 'Aniene S.p.A.	Process for the production of chlorobromomethanes
995,960	Societa Chimica Dell 'Aniene S.p.A.	Method for producing chlorobromomethanes
1,013,369	Societa Chimica Dell 'Aniene S.p.A.	Method for producing bromomethanes
1,034,545	Societa Chimica Dell 'Aniene S.p.A.	Method for producing methyl bromide
1,001,116	Submarine Cables Ltd.	Frequency-modulated supervisory circuit
1,083,713	Globe-Union Inc.	Improved grid for battery plates
1,086,232	Metrimpex Magyar Muszeripari Kulkereskedelmi Vallalat	Drawing and engraving machines
1,200,423	Societe Anonyme Des Forges Et Acieries Du Saut-Du-Tarn	High strength steel
	April 22, 1971	
949,364	The Natural Rubber Producers' Research Association	Preservation of Rubber Latex
1,089,023	Viktor Seidl	Apparatus for returning the track ballast in ballast cleaning machines
1,093,545	Alfred Davidson	A method of Stabilizing sulphonated organic substances
1,146,360	Agfa-Gevaert Aktiengesellchaft	Photographic developing process
1,119,595	International Standard Electric Corporation	Routing translator
1,129,449	International Standard Electric Corporation	Housings for electrical components
1,156,886	International Standard Electric Corporation	Telecommunications exchange
1,172,254	International Standard Electric Corporation	Printed circuit inductances and transformers
1,183,255	International Standard Electric Corporation	Photoelectric detector
1,189,164	International Standard Electric Corporation	Signal receiver
	April 23, 1971	
969,558	Oy, Medica AB	Process for the preparation of 17 α-methyl-△ 1.4-androstadien-17β-01-3-one by chemical dehydrogenation
1,091,714	Glaenzer Spicer	Universal joints
1,119,920	Insit S.p.A.	Process for manufacturing sealing members
1,159,808	George Clifford Westmacott	Railway train with the tractive force of maximum purchase
1,186,376	Clydesdale Stamping Company Ltd.	Methods of manufacturing articles by forging and articles produced by these methods
1,200,201	Societe M.T.E.	Electrically powered vehicles
1,202,807	Societe des Forges et Ateliers du Creusot	Cable-operated vehicle installations
1,203,421	Societe Metallurgique d'Imphy	A point contact device for the passage of heavy currents
1,205,894	Societe Industrielle Delattre-Levivier	Relating to a grab
	April 28, 1971	
1,045,011	The Goodyear Tyre & Rubber Company	Pneumatic tyre and method of making same
1,084,794	Tissmetal, Lionel-Dupont, Teste & Cie	Apparatus for contacting a liquid with a gas or vapour
1,186,574	Creed & Company Ltd.	Selective printing apparatus
1,130,413	International Standard Electric Corporation	Telephone exchange
	April 30, 1971	
979,310	United Shoe Machinery Corporation	Material comprising collagen fibres
1,093,081	Kao Soap Company Ltd.	Method of dispersing fine particles in a nonaqueous solvent
1,065,613	Standard Telephones & Cables Ltd.	Electrical switches
1,077,945	Standard Telephones & Cables Ltd.	Circuit arrangement for suppressing the switch-on buzzing noise in television receivers
1,104,184	Standard Telephones & Cables Ltd.	Waveguide filters
1,110,750	Standard Telephones & Cables Ltd.	Balanced constant impedance modulators and demodulators
1,115,497	Standard Telephones & Cables Ltd.	Balanced constant impedance modulators and demodulators

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller.

The Patents Office.

New references to the Monopolies Commission

FOUR NEW REFERENCES to the Monopolies Commission were announced by Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, speaking in the House of Commons debate on consumer protection on May 17. These relate to:

(i) Electricity and gas connection charges
(ii) The supply and export of boot and shoe machinery
(iii) The price of breakfast cereals
(iv) The practices of price leadership and parallel pricing.

Background notes:

In a statement to the House of Commons on December 17 last year, the Secretary of State for Trade and Industry outlined the measures the Government were taking to strengthen the machinery of Government for promoting competition in industry and for providing safeguards against the abuse of market power. He indicated then that legislation would be introduced to reshape the Monopolies Commission, to widen its scope and powers and to make it more effective. Meanwhile, within the limits of the existing legislation there would be important changes of practice.

The Secretary of State's statement made it clear that there would be a broader approach to the selection of references to the Monopolies Commission in future. Besides the traditional wide ranging type of monopoly inquiry, the Government would be asking the Commission in appropriate cases to undertake shorter inquiries and to direct its attention to specific issues. One of the examples he gave was that the Commission might be asked to report on prices in a monopolistic situation or to investigate a particular practice by a company or industry.

Also as part of a new comprehensive approach to the issue of monopoly he said that he would be asking the Commission to investigate certain questions arising in the nationalized industries. Finally, as in the past, the Commission would be asked from time to time to undertake general references into practices widespread throughout industry which appeared to distort competition.

It is against this background that the Government have decided to make the references announced in the House of Commons today.

The reference of electricity and gas connection charges is the first to be made under Section 2(2) of the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948 which enables the Secretary of State to request the Monopolies Commission to give to him any such information and assistance as is in their possession or power in relation to any question connected with the existence of a monopoly situation.

The Secretary of State made clear in his December statement that the Government was ready to use this provision to enable the Monopolies Commission to give advice on questions arising out of the operations of publicly owned enterprises in a monopoly position. The electricity and gas industries have agreed to co-operate with the Commission in this inquiry.

The references of boot and shoe machinery, and breakfast cereals prices will be formal references under Section 2(1) of the 1948 Act. This enables the Secretary of State to make references to the Commission in any case where it appears to him that monopoly conditions prevail. Some of the more important examples of monopoly conditions defined in the legislation are:

(i) where at least one-third of all the goods of a particular description which are supplied in the United Kingdom are supplied by, or to, one firm, or two or more firms forming part of a group;
(ii) where several firms, who together supply one-third or more of goods of a particular description are so conducting their affairs as to restrict competition whether between themselves or others in the supply of the goods in question (except where they are doing so in pursuance of an agreement which is registrable under the Restrictive Trade Practices Act, 1956, and so susceptible to examination by the Restrictive Practices Court).

The decision to make a reference to the Monopolies Commission does not in any way pre-judge the question of whether or not any aspect of the monopoly conditions or practices operates against the public interest. It is for the Monopolies Commission to consider where the public interest lies in the light of a thorough investigation into the facts.

The exact terms of the references will be published when they are sent to the Monopolies Commission. It is normal practice for firms concerned to have an opportunity to comment on the terms of the reference before they are settled.

The reference of the practices of price leadership and parallel pricing will be made under Section 5 of the Monopolies and Mergers Act 1965, which empowers the Secretary of State to require the Commission to submit to him a report on the general effect on the public interest of practices of a specified class which are commonly adopted as a result of or for the purpose of preserving conditions of monopoly, or of any specified practices which appear to him to have the effect of preventing, restricting or distorting competition in connection with the production or supply of goods or services.

The Commission at present have inquiries in hand relating to the supply of fire insurance, starch and glucose, asbestos and certain asbestos products and wire and fibre ropes.

Parallel pricings and connection charges

MR. JOHN DAVIES, Secretary of State for Trade and Industry, on May 19 requested a general report from the Monopolies Commission on the practices of parallel pricing and made a request to the Commission for information and assistance in relation to connection charges for electricity and gas.

Copies of the reference and the request are published below.

CONNECTION CHARGES FOR ELECTRICITY AND GAS

Request to Monopolies Commission for Information and Assistance

1. Pursuant to Section 2(2) of the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948, as amended by the Monopolies and Mergers Act 1965, the Secretary of State hereby requests the Monopolies Commission to give him such information and assistance as is in their possession or power in relation to the questions specified in paragraph 2 hereof, being questions connected with conditions to which the said Act, as so amended, applies as respects the supply of electricity and the supply of gas.
2. (a) What are the principles which in all the relevant circumstances should govern the level and character of the charges made respectively for the connection of new domestic customers to a supply of electricity and to a supply of gas and the terms and conditions upon which such connection is made, including in particular any scales of rebates or discounts; and
   (b) to what extent do the level and character of such charges and such terms and conditions as have been adopted or are proposed accord with such principles as are considered to be appropriate.

MONOPOLIES AND MERGERS ACT 1965

Requirement for General Report on Parallel Pricing

The Secretary of State in exercise of his powers under Section 5 of the Monopolies and Mergers Act 1965 hereby requires the Monopolies Commission (hereinafter called 'the Commission') to submit to him a report on the general effect on the public interest of the following practice, that is to say:

the practice of two or more suppliers of goods of any class or description, when effecting changes in the prices at which such goods are supplied in the United Kingdom, or doing so at or about the same time and by the same or a similar amount or proportion.

Provided that the Commission shall not consider for the purposes of their report any agreement to which Part I of the Restrictive Trade Practices Act 1956 applies.

Courses and Conferences at Birniehill Institute

Course for part-programmers

A TWO-DAY 'Workshop' for part-programmers will be held on June 10 and 11 at the Birniehill Institute, National Engineering Laboratory, East Kilbride, Glasgow.

The Workshop is aimed at part-programmers who have previously attended separate courses on both 2C, L and EXAPT 1, and have a practical knowledge of part-programming in these systems. The practical aspects of the combined 2C, L-EXAPT 1 merged processor will be covered in detail, and there will be an opportunity for participants to undertake part-programming of a typical 2C, L-EXAPT 1 part.

Workshop analysis and scheduling programming

A TWO-DAY COURSE on Workshop Analysis and Scheduling Programming will be held on June 8 and 9 at the Birniehill Institute, National Engineering Laboratory, East Kilbridge, Glasgow.

WASP is a system of computer-aided production control developed at AERE, Harwell, and designed as a complete production control package, especially suitable for the engineering jobbing shop, making 'one off' or small batches. It can also be applied, however, in any other manufacturing industry having the type of work which requires the use of a number of facilities operating on components in a varying sequence, together with an assembly function.

The speakers, who will be drawn from AERE, Harwell, and industry as well as from NEL, will describe the complete scheduling and management system, its implementation and user experience.

The course is intended for production engineers and manufacturing systems analysts, but will be of interest to all levels of management who are concerned with production control problems.

Further details of this and the course for part-programmers from the Course Organizer, Birniehill Institute, East Kilbride 20222, Ext. 570.

Industrial applications of small computers

THE COLLECTED PAPERS from a five-day conference on 'The Industrial Applications of Small Computers', sponsored by the Birniehill Institute last October, have been published in three volumes.

Over the past few years there has been a remarkable acceleration in the development and application of new tchniques where small computers are used, either on their own or as an element of larger systems. This has been partly due to advances in manufacturing technology from which dramatic price reductions have been realized, possibly to the point where most businesses can now afford a small computer of their own. Equally important has been a new awareness and readiness to consider the applications and advantages of these systems and their associated software.

The growing importance of these relatively low-cost systems in the economy of the firm as competition intensifies, and also to the national economy, in terms of improved productivity and increased profitability was strongly emphasized at the conference. The papers review the state-of-the-art, obtaining in effect a United Kingdom status report on actual implementation and an exploration of the future industrial potential of small computers.

Volume 1 contains the keynote address by the Director of the National Computing Centre and reports of the eight sessions of the Symposium, covering two broad areas of application – design and production. Subjects covered in this volume are: Engineering Design (Desk-top Computing and Graphics, CAD including design of optical systems); Factory Systems (Production Management Systems for the Small Firm, Job Shop Scheduling, Automated Storage and Materials Handling, Factory Data Collection); Production Techniques (Quality Control and Assurance, Automated Inspection, Simulation); Process Control (the use of the small computer in this context); Small Computer Technology (a review and description of the hardware and software); and General (Planned Maintenance, Direct Numerical Control, Computer-based Learning Systems, Computer-to-Computer Working).

Volume 2 comprises contributed papers, covering a wide variety of subjects which include computer applications in the following areas: Factory data collection, pressure die-casting, machine shop simulation, pre-production planning, inspection, engine overhaul rework, choosing a computer, standard systems, simulation, machine tool control and mini-DNC, and production control.

Volume 3 is a comprehensive Small Computer Hardware/Software Survey covering *all* the models available on the British market up to October 1970. Considerable detailed comment and many tables describe what is available in terms of specification, performance, software and costs.

The collected volumes thus reflect how and what can be done with small computers at the present time and are most useful not only to those with an implementation problem, but also as a source of market research data.

The volumes may be purchased separately or as a complete set: Volume 1 Presented Papers £5; Volume 2 Contributed Papers £5; Volume 3 Survey of Small Computer Hardware/Software £5 – set of three volumes £14.

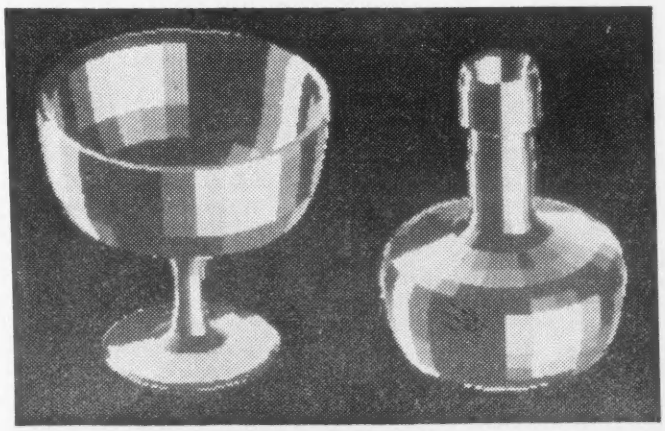
All prices include postage in the United Kingdom.

Further information, or review copies of the papers, can be obtained from: The Conference Organizer at Birniehill Institute,

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products.

COMPUTER-DESIGNED PICTURES



Realistic three-dimensional representation on a CRT screen of the ultimate appearance of an object being designed is possible with techniques developed at the Department of Trade and Industry's Cambridge Computer-Aided Design Centre. Surface textures, such as those of glass and aluminium, can also be simulated, and the technique would, for instance, enable a car stylist to see not only the shape of a car body viewed from different angles, but also how it would look under different lighting levels.

Aviation and Shipping

Channel safety conference

AFTER the three-day conference on Channel Safety in London (see last week's *Trade and Industry* page 354) attended by delegations from the United Kingdom, France, Belgium and the Netherlands the following communique was issued:

'In accordance with the agreement reached by the Maritime Safety Committee of the Intergovernmental Maritime Consultative Organization that in order to make further progress it would be of advantage if those administrations most directly concerned with the Dover Strait should meet together, the United Kingdom Government invited Belgium, France and the Netherlands to convene in London on May 12, 13 and 14, 1971 to study the problems of safety in the Channel. The meeting was opened by Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade (who has special responsibility for marine affairs) and was attended by a representative of IMCO, to which a full report of the proceedings will be presented.

'An extremely useful preliminary exchange of views took place on a wide range of topics. There was an exchange of information concerning the traffic and hydrographic surveys which are being undertaken and on the progress being made in clearing the wrecks off the Varne. This work is proceeding satisfactorily.

'The four delegations explained the arrangements which are being made or envisaged for the future as a result of the agreement by IMCO that ships using the traffic lanes should proceed in the prescribed direction of traffic flow. They also agreed that early ratification of the amendments to the Safety of Life at Sea Convention 1970 on the carriage of navigational equipment was desirable and that they would work towards this.

Radar surveillance station

'The United Kingdom was establishing a radar surveillance station at St. Margaret's Bay which would be able to keep track of all shipping using the Dover Strait, and would be using the Search and Rescue helicopter from Manston to identify vessels travelling in the one-way traffic lanes in the contrary direction. The French authorities intended to take steps to identify vessels acting in this way on the French side of the Channel. In this way there would be set up a system of effective collaboration between the two countries to ensure complete surveillance. It would be the intention to broadcast information about these vessels as a warning of their presence to shipping using the traffic separation scheme correctly.

'The meeting expressed some concern about the arrangements for pilotage in the Channel both as to the conditions under which deep-sea pilots are employed and the arrangements for boarding. They considered that the most important requirements for safe navigation were the carriage of properly qualified officers as well as properly certified pilots in appropriate circumstances.

'The meeting agreed that with today's heavy concentration of traffic passing through the Dover Strait, as borne out by the evidence of recent traffic surveys, it was desirable to provide more assistance to masters of the ships of all nations using the Straits.

'The meeting took note of studies that were already in hand concerning possible advisory systems. As a next step there would be consultations between the French and British governments about such advisory systems and the most suitable international framework for them. This would be a prelude to wider consultations with other states.

'In the view of the meeting, while the littoral states had the prime responsibility for preparing proposals to improve the safety of navigation in the Channel, the fully effective way to secure an improvement was by international agreement under the auspices of the Intergovernmental Maritime Consultative Organization.

'Search and Rescue in the Channel was discussed. The various delegations described their Search and Rescue arrangements. The French delegation announced that a new regional search and rescue Centre would be opening next month.

Mr. John Davies, Secretary of State for Trade and Industry (left), unveils a plaque to mark the opening on May 14 of the new covered building berths at the Scotstoun Yard of Yarrows (Shipbuilders) Ltd., of Glasgow. The new berths can accommodate up to three ships and are among the largest covered berths in the world. Mr. Davies is seen here accompanied by Sir Eric Yarrow, chairman of Yarrow and Co. Ltd.

The world-wide publicity given to Britain's shipping industries through the Central Office of Information was outlined to the Seahorse Club, representing all major shipping and allied industries, when 19 of its members visited COI's London headquarters on May 18, to discuss information techniques. Pictured (left to right) are: Mr. K. Page (Chandris Line), the club's chairman, Mr. Raymond Dean, COI's assistant overseas controller, Mr. Cliff Clifford (Fyffes Group Ltd.), club secretary, and Miss I. Jorgenson (DFDS).

'It was agreed that the four states should as soon as possible enter into negotiations for the establishment of a regional agreement for search and rescue in the Channel and the southern North Sea in which other states should be invited to participate.'

Commenting on the result of the meeting Mr. Anthony Grant said: 'I welcome very warmly the outcome of the meeting of coastal states concerned with Channel navigation. It has been a most useful first step in the further improvement of Channel navigation and has laid a basis for effective action. The degree of international collaboration has been very high and all Governments were clearly anxious to make real progress. A number of effective steps have been agreed including close co-operation and consultation with the French Government about the Dover Strait.'

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

FRIDAY, MAY 14

Patent applications

A Member inquired if steps would be taken to avoid the invalidation of patent applications arising from the effects of the postal strike. Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, answered that facilities were provided at the Patent Office for the continued filing during the postal strike of new patent applications and for preserving all priority rights. He was not aware that any further steps were necessary for the purposes mentioned.

European Commission Directives

A Member asked if the Secretary of State would publish in *Trade and Industry* the European Commission directives or suggested directives concerning aerosol containers, agricultural machinery and tractors, containers of reinforced plastic, cosmetics, cranes, hoists and lifts, dangerous substance, electrical apparatus and equipment, fertilizers, glass, non-electrical appliances, household cleaning products, instruments and equipment for measuring and weighing, materials and objects in contact with foodstuffs, motor vehicles, mopeds, gas pipelines, oil pipelines, precious metals, pressure vessels, scaffolding, textiles, and welding and metal cutting esquipment. Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, replied: 'No. Directives approved by the Council of Ministers and proposed Directives submitted to it by the Commission are published in the official journal of the European Communities which is already available through the Stationery Office. The Department has arrangements for bringing these Directives and drafts to the attention of the British interests most closely involved and for consulting them about their contents.'

Largest companies in Scotland

Answering a question on the 20 largest companies operating in Scotland, with their registered offices, the numbers employed in Scotland, and the appropriate industrial classification, Mr. Ridley said that the 20 companies with the largest operations in Scotland could not readily be identified. He gave a list of the largest industrial and commercial companies registered in Scotland, in terms of their total number of employees in the United Kingdom.

Name of Company	Where registered	Number of employees in the United Kingdom	Broad industry group
Coats Patons	Glasgow	39,041	Textiles
House of Fraser	Glasgow	30,123	Retail distribution
Scottish & Newcastle Breweries	Edinburgh	24,741	Drink
United Biscuits (Holdings)	Edinburgh	23,000	Food
Distillers	Edinburgh	17,900	Drink
Weir Group	Glasgow	15,203	Non-electrical engineering
Upper Clyde Shipbuilders	Glasgow	14,400‡	Shipbuilding
William Baird	Glasgow	10,258	Textiles, etc.
Burmah Oil	Glasgow	8,762	Chemicals and allied industries
Singer Manufacturing Co.	Clydebank	7,520	Non-electrical engineering
Aberdeen Construction Group	Aberdeen	7,403	Construction
John Menzies (Holdings)	Edinburgh	5,877	Wholesale distribution, etc.
John Wallace	Glasgow	5,043	Non-electrical engineering
James Howden & Godfrey	Glasgow	4,700	Non-electrical engineering
Uniroyal	Edinburgh	4,467	Rubber
James Scott (Electrical Holdings)	Dunfermline	4,282	Construction
Scottish and Universal Investments	Glasgow	3,801	Retail Distribution, etc.
Blackwood Morton	Kilmarnock	3,498	Textiles
Scott's Shipbuilding & Engineering Co.	Glasgow	3,413	Shipbuilding
William Collins & Sons	Glasgow	3,297	Paper, printing and publishing

† Average number in 1969 or a proximate business year, except where indicated
‡ 1968

Price reductions

Mr. Grant was asked what notification the Department of Trade and Industry had received of the number of chain stores and/or individual shops that had announced they would cut prices, other than those of food and drink, following the announcement that selective employment tax would be cut by 50 per cent from July; what items are concerned; and what estimate he had made of the effect on prices, other than food and drink, of the cut in SET. Mr. Grant replied that there were no formal arrangements for the notification of price reductions but a considerable number had been reported in the press. He continued: 'They have been implemented by many companies and cover a wide range of products and services including furniture, shoes, clothing and hotel charges as well as food and drinks. Other firms have announced their intention to hold prices that would otherwise have been increased.

'It is not possible to estimate the effect of the cut in SET on the prices of individual products or groups of products.'

New jobs in Scotland

In reply to a question about new jobs to be created in Scotland, at present: Mr. Grant said that projects in authorized new industrial buildings and in industrial buildings taken over by manufacturing industry known to the Department at April 30 this year were estimated to provide some 40,900 jobs in the next four years. A comparable estimate at June 1970 for the then succeeding four years would have been some 39,400 jobs.

MONDAY, MAY 17

AEA research and development establishments

A question was asked about the areas and categories of research and development carried out by Government and United Kingdom Atomic Energy Authority laboratories in each laboratory under their respective control. Mr. David Price, Parliamentary Under-Secretary of State for Aerospace, replied that the areas of activity of the DTI's six Industrial Research Establishments were set out in their last Annual Reports.

Continuing, Mr. Price said that the principal areas of activity of each of the Atomic Energy Authority's Research and Development establishments were listed in Appendix V of the Authority's last Annual Report. These covered the development of reactor systems for the generation of electricity and supporting basic and applied research, research and development on nuclear weapons on behalf of the Ministry of Defence, and a variety of nuclear and non-nuclear programmes in support of British industry.

Patent law

A Member asked Mr. Ridley if steps would be taken to change the patent law on the lines of the Australian law so that the Comptroller-General of Patents would be enabled, in a future postal strike, to safeguard the rights of applicants whose complete patent specifications due to be filed during the strike contained developments of an invention over what was described in their provisional specification or other priority document. Mr. Ridley answered: 'As is clear from the Report of the Banks Committee, there are disadvantages in conferring powers to extend time limits. I am however prepared to consult the Standing Advisory Committee on Patents on the possibility of future legislation containing limited powers of this sort.

'During the recent postal strike the Comptroller General of Patents took, after consultation with the Chartered Institute of Patent Agents, such steps as were open to him to alleviate hardship to applicants for patents.'

Trade missions

In reply to a question on financial aid to trade missions of all kinds in the years 1963, 1969 and 1970; how many missions took place in those years; financial aid for 1971; the number of missions involved; and in what countries, Mr. Grant said: 'The Missions Scheme administered by BNEC did not come into operation until 1965. In the financial years 1969/70 and 1970/71 the financial estimates were £750,000 for each year. The money spent on trade missions of all kinds totalled £512,624 and £497,527 respectively. The numbers of missions which took place in those years were 296 and 313. The budget provision for 1971/72 is £650,000 and the projected number of missions total 117 worldwide.'

Tariff on cotton textiles

Mr. Grant was asked to make a statement on the coverage of the proposed tariff on cotton textiles from the Commonwealth Preference Area due to come into effect on January 1, 1972. He said: 'Broadly speaking, our intention is to impose the new duties, generally at 85 per cent of the manufacturing rates, on those goods which are now subject to quota restrictions when imported from certain countries. I hope to publish details of the proposed tariff subheadings in *Trade and Industry* next month and a copy will be placed in the Library of the House.'

Mr. Grant was also asked when the Common Market countries scheme to allow duty-free imports on a quota basis of cotton textiles was due to commence; and if Great Britain proposed to harmonize its arrangements for this commodity by not imposing the proposed levying duty. 'The EEC have said they intend to introduce certain duty-free quotas for cotton textiles and other goods on July 1,'

he replied. 'I have no changes to propose in the arrangements already announced for introducing a duty on imports into the United Kingdom of Commonwealth cotton yarn and woven cotton textiles on January 1 next, and at the same time terminating all quota restrictions on such goods.'

Industrial development

Mr. Grant answered questions on industrial development in Hartlepool.

Mr. Grant was also asked to make a statement about the effectiveness of the incentives on the new intermediate areas announced by the Chancellor of the Exchequer on February 18, 1971; and if he would list by each area the number of industrial development certificates issued since the announcement and the number of inquiries about industrial expansion in these areas since that date. He said: 'It is too early to assess the effect of measures announced as recently as February 18. Nevertheless our records show that two idc's were approved for Bridlington and Filey in the period February 1 to April 30. As to inquiries, while of course many are of a general nature I have been able to trace 11 specifically related to Okehampton and Tavistock, six to Oswestry and one to Edinburgh and Portobello.'

Metrication and linear measurements

Lord Denham, answering a question on the conversion of linear measurements to a decimal system, said: 'Metric units of linear measurement and of mass or weight have been lawful in the United Kingdom since 1897. The current legislation, the Weights and Measures Act 1963, provides that the yard and the metre shall be the units of measurement of length by reference to which any linear measurement shall be made in the United Kingdom. The Government have no proposals in mind to vary these provisions.'

Paper and board industry

A number of questions were asked about the pulp, paper and board industries. Mr. Michael Noble, Minister for Trade, was requested to ask the European Free Trade Association Council to initiate a full and detailed investigation into the trading practices of the Scandinavian pulp and paper manufacturers and paper producers in the United Kingdom market, and answered: 'I took the opportunity of the EFTA Ministerial meeting last week to discuss this matter with Ministers of the countries concerned. We have agreed that there should be bilateral discussions in the first instance. I very much hope that these discussions will result in a satisfactory solution but if they do not I will consider initiating action by the EFTA Council.'

Mr. Ridley was asked what percentage of the United Kingdom consumption of paper and board was imported in 1960 and 1970, respectively, and replied: 'About 29 per cent and 37 per cent.'

Answering further questions, Mr. Ridley said that between the first quarters of 1967 and 1971, the wholesale price index for home market sales of coated and uncoated paper produced in the United Kingdom rose by 29 per cent.

He also said that he had been advised of the closure of five paper mills during 1970 and five during the first quarter of 1971. The number of machines involved was 7 and 19 respectively. One mill, closed in 1971, has temporarily reopened.

In answer to a question: whether it was Government policy to encourage the maintenance in the United Kingdom of a paper industry of approximately the same size as at the present time, Mr. Ridley said: 'The Government's economic and industrial policies are aimed at encouraging the growth and prosperity of industry generally. The size of any individual industry must depend on the size of the markets for its products, here and overseas, and on its ability to compete.'

Answering questions on the increase in prices of mechanical pulp and chemical pulp and of newsprint and other finished paper imported from Scandinavia since 1967 Mr. Ridley gave figures showing, for selected items, the increases in the average value per ton as recorded in the Overseas Trade Statistics. Average values are not true prices and may be influenced by changes in the quality of goods imported and other factors.

Increases in average value per ton between the first quarters of 1967 and 1971

	£	Percentage
Mechanical wood pulp	11	37
Chemical wood pulp	24	46
Newsprint	19	35
Uncoated printing and writing paper	25	37
Kraft paper and Kraft paperboard	19	27
Machine-made paper and paperboard, simply finished	12	17
Paper and paperboard, impregnated, coated, etc., other than printing and writing paper	28	28

EEC horticultural imports

Mr. Grant, when asked the prevailing external tariff of the European Economic Community on imports of winter cauliflower, spring cabbage, early potatoes, spring flowers (narcissi) and narcissi bulbs, respectively, gave the information in the table below showing the rates in force in the calendar year 1971:

Cauliflowers	Up to April 14	12% with a minimum charge of 1·40 UA per 100 kg. net weight
	April 15 to November 30	17% with a minimum charge of 2 UA per 100 kg. net weight
	From December 1	12% with a minimum charge of 1·40 UA per 100 kg. net weight
Spring Cabbage		15%
Early potatoes	January 1 to May 15	15%
	May 16 to June 30	21%
	From June 30	†18%
Narcissi (cut)	Up to May 31	17·6%
	June 1 to October 31	24%
	From November 1	17·6%
Narcissus bulbs	Dormant	8·4%
	In growth or in flower	15·6%

† This is the rate applicable to all potatoes imported from July 1, to December 31, other than seed potatoes and those imported for making starch.

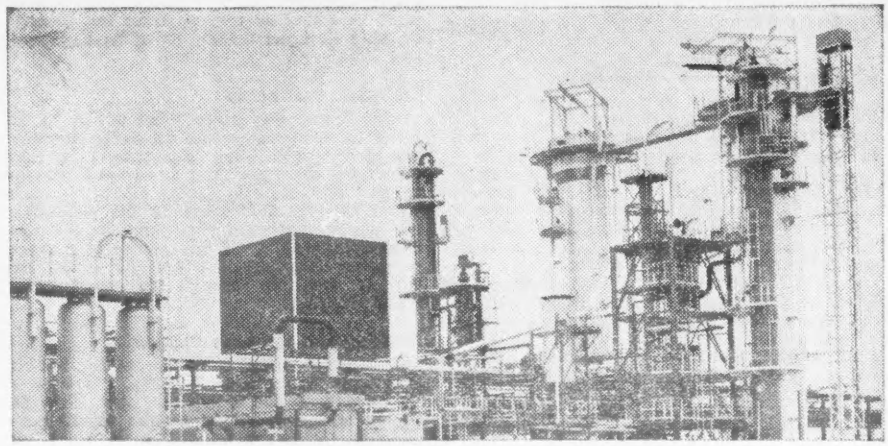
Metric system

A Member asked what countries, now using the metric system, had decided to convert into the Systeme Internationale d'Unites, from information available from international sources. Mr. Ridley said that, according to our information, out of the 130 or so countries which employed the metric system, 19 had formally adopted the International System of Units and another five were currently preparing the necessary legislation. The two lists in the Official Report are as follows:

(a)	Austria	India
	Belgium	Japan
	Brazil	Netherlands
	Bulgaria	Poland
	Czechoslovakia	Romania
	Finland	Spain
	France	USSR
	Federal Republic of Germany	Venezuela
	East Germany	Yugoslavia
	Hungary	
(b)	Denmark	Portugal
	Italy	Switzerland
	Norway	

Mr. Ridley was also asked how many countries, other than the United Kingdom, had not adopted the metric system; and which countries had indicated that they did not intend to convert. He answered: 'So far as we are aware there are 14 independent states in which non-metric units are principally or exclusively used. There are also the remaining British dependent territories. So far as we are aware there is no country which has committed itself not to convert to metric units.'

(Continued on next page)



Part of the £2 million natural gas purification plant recently completed by The Power-Gas Corporation Ltd. at Pickering, North Yorkshire. The plant, which is now being commissioned and is delivering purified gas into the national transmission system, will be owned and operated by Home Oil of Canada Ltd. and Gas Council (Exploration) Ltd. It will ultimately purify 100 MMSCFD of natural gas from the United Kingdom's largest on-shore reservoirs discovered at nearby Lockton by Home Oil and Gas Council.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of April 7 issue.

PARLIAMENTARY ANSWERS,

continued

Imports from GATT countries

Lord Drumalbyn, Minister without Portfolio, was asked: 'What is the authority for the construction which appears to be being put by the Department of Trade and Industry upon certain sections of the Customs Duties (Dumping and Subsidies) Act 1969; namely Section (1)(4)(a) and Section 8(5)(a) (which refer, and only refer, to "the dumping" or "giving of the subsidy" with regard to, and only with regard to, the goods imported from the GATT country under consideration) as meaning that the combined efforts of the dumping (if any) from all other countries may be taken into consideration in order to determine whether the effect of the import of the goods from the GATT country in question cause or threaten to cause material injury to an established industry within the United Kingdom, whereas the imports from the GATT country in question when considered by themselves, as required by the aforesaid mentioned sections, may not have the effect of causing or threatening to cause material injury to the established industry; and whether this construction of the aforesaid sections may not give rise to injustice, in view of the fact that the importers from, and the producers in, the GATT country in question cannot be held responsible for the effects of importations from other countries.' He replied that the DTI had construed Sections 1 and 8 of the Customs Duties (Dumping and Subsidies) Act 1969 in the light of the legal advice given to the Department. The assessment in the aggregate of dumped imports from all countries avoided anomalies and injustices that might otherwise occur. It would plainly be wrong if dumped imports could be subjected to duties or charges if they were imported from a single country, but not if a similar quantity were imported from a number of different countries where the effect of the dumped imports from each country taken individually was not sufficient to cause or threaten material injury but the combined effect was.

TUESDAY, MAY 18

Motor insurance

A Member asked if the Secretary of State would consult the motor insurance industry and the motoring organizations in regard to the raising of an additional 2p per gallon fuel tax for the sole purpose of enabling the Exchequer to finance a state scheme of motor insurance covering third-party risks. Mr. Ridley answered: 'In the review of present policies I will take note of the hon. Member's suggestion. It is clearly not without its difficulties.'

Production of coal

Mr. Ridley, asked how many tons of coal were produced per man on average in Scottish collieries in each year from 1960 to 1970, inclusive, gave the following figures:

National Coal Board Collieries in Scotland

Annual output: tons per man	
1960	245
1961	248
1962	274
1963	297
1964	302
1965	312
1966	330
1967	340
1968	369
1969	373
1970	365

WEDNESDAY, MAY 19

Falcon Insurance Company

Asked when he expected to be in a position to make a further statement concerning the Falcon Insurance Company, Acton, Mr. Ridley said: 'A direction was given to the company on May 12 under Section 68 of the Companies Act 1967.'

Domestic fuel needs

Mr. Ridley was asked what advice he had given to local authorities to assist retirement pensioners with their domestic fuel needs during the coming winter; and what discussions he had had with the local authority associations and the fuel trade on the problem of fuel supply for such pensioners in this area. 'None,' he replied. 'If the income of a retired pensioner is insufficient for his needs, help may be available through the supplementary benefit scheme.'

Banking and discount companies

A Member asked for a list of the banking companies recognized for the purposes of Schedule 8 to the Companies Act 1948. Mr. Ridley said that a list of the banking and discount companies recognized for these purposes as at December 31, 1969 was in the annual report published as 'Companies in 1969'. The list at December 31, 1970 was in the Library of the House of Commons.

THURSDAY, MAY 20

New Zealand butter and lamb

Answering a question on the total value of exports of butter and lamb from New Zealand to the United Kingdom for the last five full years, Mr. Grant gave the following information:

Year ended June 30	Butter	Lamb
	£ million	£ million
1966	43·7	45·3
1967	42·7	45·0
1968	46·6	51·7
1969	48·7	61·9
1970	46·0	62·2

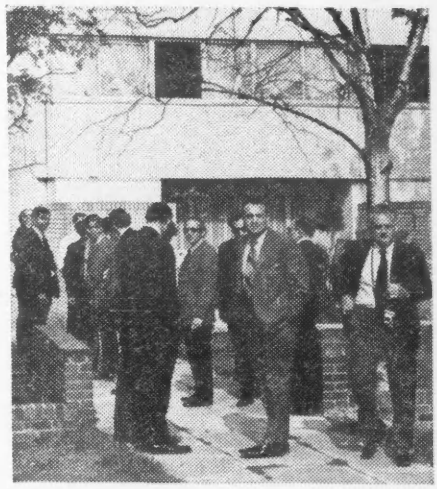
Investment grants for computers

Mr. Grant was asked whether all computers ordered before September 1970 would be eligible for the investment grant, irrespective of the date of final delivery from the manufacturers. He replied that Sections 2 and 4 of the Industrial Development Act 1966 authorized the payment of Investment Grant on expenditure on computers provided for business purposes. The general effect of the Investment and Building Grants Bill, now before Parliament, was to prohibit the payment of grant on expenditure incurred by an applicant after October 26, 1970 unless he satisfied the Department that it consisted of a sum falling due under a contract made before October 27, 1970. This applied irrespective of the date of delivery of the computer.

Bankruptcies

Mr. Ridley, when asked what was the number of bankruptcies reported for each of the last three years with figures to the latest available date, gave the figures below, together with those for other forms of insolvency. The figures for the first quarter had been reduced in consequence of the postal strike, he said.

An order valued at £38,000 has been placed by the Soviet trading corporation Raznoexport and is one of the largest orders ever placed by Russia for English fine china. This consignment of china is destined for department and china specialist stores in Moscow, Leningrad, Kiev, and other leading Soviet cities. The bone china design 'Etude' (pictured here), from Royal Doulton's 'Kind of Loving' range, forms part of the order; it will be on sale shortly for the first time in Russia.



Thirty architects, civil engineers and developers from the United States recently toured Bison developments and factories in the London and Birmingham areas. A group is pictured here at the 1,280-dwelling Bison Wall Frame development at Chalkhill, Wembley. They were the guests of Dickerson Enterprises Inc. of Youngwood, Penn., one of Concrete Ltd.'s three licensees for Bison Wall Frame in the United States. The party was led by Mr. Earl Butts of Dickersons.

Numbers

	Persons and unincorporated businesses			Companies
	Bankruptcies		Deeds of arrangement	Liquidations†
	Receiving and Administration Orders made	Numbers adjudicated bankrupt		
1968	4,150	3,926	138	3,168
1969	4,549	4,369	212	3,510
1970	4,907	4,656	174	3,689
1971 1st quarter	1,145	..	..	..

†Compulsory, and creditors' voluntary, liquidations

Parliamentary answers on aviation and shipping

FRIDAY, MAY 14

Air traffic congestion

A Member asked if, in assessing the market potential of short take-off and landing and vertical take-off and landing projects, steps would be taken to urge the International Air Transport Association to seek to assess the cost per year of non-productive flying due to air traffic congestion, the loss of earnings due to non-effective flying hours and the time and money lost through surface traffic congestion between airports and city centres. Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, replied: 'These matters are not the direct concern of the International Air Transport Association since such studies are more likely to depend on local conditions. However, the costs of both air and surface congestion are factors which would necessarily be taken into account in assessing the market potential of short and vertical take off and landing projects.'

Mr. Grant was then asked what assessment had been made of the cost of non-productive flying due to air traffic congestion, loss of earnings due to non-effective flying hours and time and money lost through surface traffic congestion between airports and city centres. 'No specific studies on these subjects have been undertaken,' he answered, 'but the factors mentioned are normally taken into account as components of other studies as, indeed, they were included in those of the Commission on the Third London Airport (Papers and Proceedings, Vol VII, part 2, Chapter 11, para 29, and annex H to Chapter 13).

'Surface traffic congestion is, of course, a matter for my right hon. Friend the Secretary of State for the Environment and it may be helpful to mention the Report of a Study of Rail Links with Heathrow Airport published by HMSO last year, Paragraphs 4.5.3 onwards especially refer to this topic.'

A further question concerned action being taken to ensure that all the interest concerned in the development, marketing and use of short take-off and landing/vertical take-off and landing projects were consulted before producing a national programme for planned short take-off and landing/vertical take-off and landing development.

Mr. Frederick Corfield, Minister for Aerospace, answered: 'A very wide range of problems relating to vertical and short take-off and landing (V/STOL) aircraft are being studied by the Transport Aircraft Requirements Committee. This is a consultative body, with representatives at management level from BOAC, BEA, the independent airlines, the aircraft manufacturing industry, the Air Registration Board and Government Departments.

'The purpose of the studies is to identify the principal difficulties to be resolved before any major V/STOL project commitment is undertaken.'

MONDAY, MAY 17

Concorde

Stating that the supersonic boom caused by Concorde on April 30 had caused distress to many on the west coast of Britain; a Member asked if the Secretary of State would now give his decision as to whether to ban regular supersonic flights by civil aircraft overland. 'Nineteen complaints and 17 claims for damage have been received following Concorde's flight on April 30,' replied Mr. Grant. 'It is intended that a decision will be taken on regular civil supersonic flights over the United Kingdom well before Concorde enters commercial service.'

Import tariff on airships

A Member who asked if the import tariff of 10.5 per cent on airships would be removed was told by Mr. Grant: 'If an adequate case is made out by the main United Kingdom interests concerned for removal or temporary suspension of this duty, I am willing to consider it in the usual way against the criteria laid down in the Import Duties Act 1958.'

Trawler safety

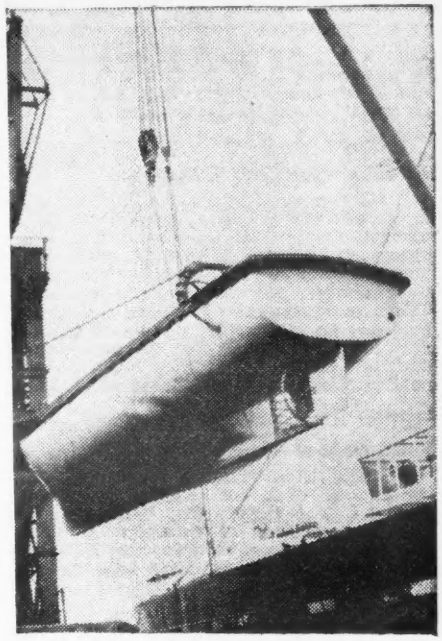
Mr. Grant was asked what progress had been made in consulting the trawling industry before making rules under the Fishing Vessels (Safety Provisions) Act 1970 and before taking action on Holland-Martin recommendations. He answered that consultative documents which would serve as the basis for discussions with the industry on the scope of the regulations to be made under the Act should be ready for issue shortly. Consultations on other recommendations of the Holland-Martin Report were already in progress.

Pleasure-boat surveys

Mr. Grant was asked why the Department of Trade and Industry had required payment of £92.40 instead of £15.40 previously per half year for a passenger certificate for 'Gaiety', a craft of 22 tons, and 144 passenger capacity, plying on the River Avon in smooth waters in daylight, except when the river was in flood, from Evesham to Fladbury; whether he was raising charges by 500 per cent generally in this trade; and whether he would make a statement. Mr. Grant said: 'The increase results from a revision of the Department's marine survey fees on May 1. These fees, which previously were intended to recover 50 per cent of the cost of providing the surveys but were failing to do so, have been increased so as to recover the full cost in accordance with government policy. On average they have risen by 330 per cent but the actual increase varies for different classes of survey.'

Another question concerned the actual cost of pleasure-boat surveys and licensing in respect of the years 1968, 1969 and 1970; and how much of this was recovered by direct charges on pleasure-boat operators. Mr. Grant replied: 'I regret that the information sought in the first part of the question is not available and could not be obtained without a disproportionate expenditure of time and effort. As regards the second part of the question the fees charged for marine surveys before May 1, 1971 were intended overall to recover half the cost of providing the fee-earning services but were in fact recovering a substantially smaller proportion.'

Mr. Grant was also asked why licensing fees for pleasure-boats had now jumped, in some cases by 600 per cent, from £22 to £134. He said that the fee in question was for the survey of a ship under 50 tons with a view to the issue of a passenger certificate. Marine survey fees generally had been increased so as to recover in accordance with Government policy, the full costs of providing the fee-earning services. Previously they had been intended to recover only half these costs but because of cost increases since they were last revised in 1967 they had been failing to do even that. The average increase needed to achieve full recovery was 330 per cent but in accordance with Government policy of ensuring that each class of survey recovered its own costs the increase in fees for passenger ship surveys was 510 per cent.



The sixth Brushboat to be exported for underwater cleaning of ships' hulls is shown here being hoisted aboard the 'Katsedyk' at Glasgow for shipment to The International Paint Company (Calif) Inc., San Francisco, a member of The International Paint Company Group. Brushboats exported by the Underwater Maintenance Company, Cardiff, part of International Red Hand Marine Coatings, can effectively clean the largest ships. The service is already operational in Galveston, United States, Doha, Dubai, Kuwait and Le Havre, France.

Other questions concerned the dates on which prior notice was given to pleasure-boat operators that increases in licence fees would come into effect on and after May 1, 1971, and what consultations took place with the trade before the increases were imposed. Mr. Grant answered that the marine survey fees applied to the shipping industry as a whole and separate consultation with every sector of the industry was impracticable. The United Kingdom Chamber of Shipping and a number of other representative national bodies were informed on April 11, 1969 of the Department's intention to increase these fees, on a date to be announced, to levels at which they would recover the full cost of providing the fee-earning services. The effective date of May 1, 1971 was notified to those organizations on March 26, 1971.

The average time taken in surveying a passenger-boat in the 13 to 40 passenger category, said Mr. Grant, answering another question, would average about half a day. Considerable time could be spent by surveyors in travelling to and from ships, especially in the remoter parts of the country. In order to avoid wide variations, standard fees are charged. These allowed for travelling time and cost, surveyor's accommodation and associated services and a number of other items of an overhead nature.

Mr. Grant was also asked if boat-owners would be indemnified from prosecution in cases where the 1971 summer fares were estimated and assessed before the substantial nature of the survey and licensing fees became known and the operator publicly advertised in local guides and through other media set excursion fares which would now have to be revised in an upward direction. Mr. Grant

(Continued on next page)

PARLIAMENTARY ANSWERS, *continued*

answered: 'No. I assume the question relates to prosecution under the Trade Descriptions Act. Prosecutions under this Act are not generally brought by this Department.'

TUESDAY, MAY 18

Air-miss report over Wycombe

A Member asked what action had been taken in the absence of any air-miss report, to investigate the incident involving a Boeing 747 aircraft and an aircraft towing a glider, which occurred over Wycombe during the Easter weekend: Mr. Michael Noble, Minister for Trade, said: 'Inquiries instituted by us have produced no information of this alleged incident. It is fair to add that the press reports described an aircraft sighting and there was no indication that it constituted an air miss.'

WEDNESDAY, MAY 19

Third London Airport

In reply to a Member who asked when construction work was expected to start on London's third airport, Mr. Grant said that in order to achieve the desired aim of having the first runway operational in 1980 construction work would probably have to begin by 1973.

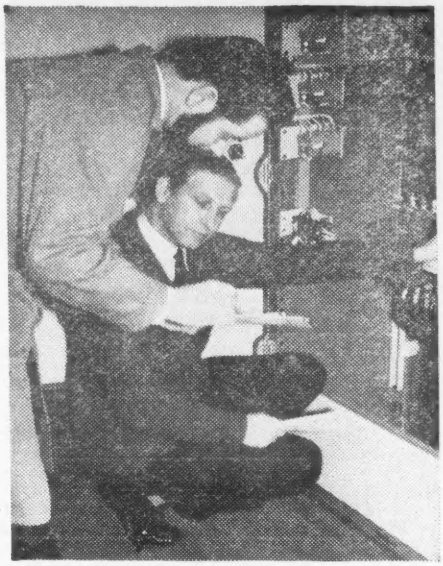
THURSDAY, MAY 20

Safety in the Channel

A Member asked Mr. Grant if compulsory pilotage would now be considered on all large tankers and dangerous cargo vessels that wished to proceed through the Dover Straits and the English Channel within a regional agreement established under the auspices of the International Maritime Consultative Organization. Mr. Grant replied: 'I believe that the most important requirement is the carriage of properly qualified officers backed up in certain circumstances by properly certificated pilots. While I am by no means convinced that compulsory pilotage of all such vessels proceeding through the Channel would necessarily improve safety, I would be prepared to consider it if the other countries who are closely concerned wish to introduce such a requirement.'

Asked to estimate the possibilities of establishing an agreement with France, the Netherlands and Belgium on a wrecks removal system in the Channel, Mr. Grant said that the question of wreck removal was discussed at the meeting last week with France, the Netherlands and Belgium. 'I hope to make a statement shortly on the improvement of Channel navigation,' he added.

A further question was on the control of wreck salvors in the event of collisions and strandings of oil tankers in the Channel, and Mr. Grant said: 'If serious pollution of our coast is threatened we shall be ready, if necessary, to intervene in a shipping casualty in the Channel in conformity with international law, and to exercise the powers given by section 8 of the Oil in Navigable Waters Act 1971. The need for such intervention must be assessed in the light of the circumstances of each case.'



A Unitactor Mk. V motor control centre supplied by Allen-West-EAC Ltd. for a new £100,000 compressed air environment test chamber is being installed at Dublin Airport by Broom and Wade Ltd. (Compair Group). The plant, scheduled to be opened in September, will be used to test components of such aircraft as the Boeing 707, 727, 747 and the BAC 1-11. Photograph shows (left-right): Alan Cooper, electrical tester of Worthing and John Belcher, draughtsman who designed the equipment, of Brighton.

A request was then made for a list of Secretary of State's powers to ascertain the quality and numbers of certificated officers on board the large oil tankers using the English Channel; and what further steps were being considered to strengthen them. Mr. Grant replied that the relevant powers applicable to British ships, including large oil tankers were provided in Section 103 of the Merchant Shipping Act 1894. Further powers were now available under Section 43 of the Merchant Shipping Act 1970 relating to manning, qualifications and certification and these would be used to revise current requirements for British ships. Such powers were not applicable to foreign ships but HM Government were pressing for effective progress to be made in the joint study of international minimum requirements of competency being undertaken by the Inter-Governmental Maritime Consultative Organization and the International Labour Organization.

A Member who asked Mr. Grant to list all the measures now in existence to prevent accidents, collisions and strandings of vessels in the Dover Straits and English Channel; and what further measures principally designed to prevent accidents were to be introduced, was told that the Regulations for Preventing Collisions at Sea adopted by the International Conference on Safety of Life at Sea 1960, as well as the various requirements of the Safety of Life at Sea Convention 1960, applied of course to ships using the Dover Straits and English Channel. A traffic separation scheme for the Dover Straits had been in operation since 1967.

A further question was put: to what extent had progress been made with the English Channel coastline countries to extend legal jurisdiction up to the median line, thereby establishing legal control of all the Channel straits and having this established as a regional agreement covering dangerous waterways within the Inter Governmental Maritime Consultative Organization. Mr. Grant replied: 'There have been discussions with representatives of Belgium, France and the Netherlands about measures to improve navigation in the Channel. I hope to make a statement shortly.'

Helicopter air/sea rescue

Mr. Grant was asked to establish a civilian helicopter air/sea rescue service at Chivenor, North Devon, after the closing of the airfield as a Royal Air Force flying station in 1972/73. He answered: 'I shall consider this in the light of our experience of the experimental civilian helicopter service at Manston and alternative air/sea rescue services expected to be available from the Ministry of Defence at the time of the closure of Chivenor.'

Admiralty tide tables go metric

FOLLOWING THE DECISION gradually to replace fathoms, the traditional nautical measurement, in favour of metric units on Royal Navy charts, Admiralty Tide Tables covering the world are now being prepared with predicted heights measured in metres.

In the first of these, Volume 1 of the Admiralty Tide Tables covering European and Mediterranean ports now on sale from chart agents priced £1.20, the heights are given additionally in feet until coverage of the United Kingdom with metric charts is adequate. Volumes 2 and 3, in metric units only, will be published by the Hydrographer of the Navy later this year.

A recent introduction has been the inclusion of spring and neap tidal curves for standard ports. In addition to illustrating peculiarities in Northern European waters they are a simple means of calculating the state of the tide at times between high and low water. Past assumption that the tidal curve was a simple sine curve, although valid for most ocean ports, introduced considerable errors in the case of many United Kingdom and North European ports.

The work of converting Admiralty charts, now selling at a record level of some two million copies a year, to metres was started three years ago and is expected to take at least another 15 years.

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Visits by British overseas commercial representatives

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country shortly, when they will be available for discussion.

		Available	In present post since
GUYANA (Georgetown)	E. G. WICKENS First Secretary (Commercial)	July	July 1970
PERSIAN GULF (Bahrain)	D. L. HARDINGE Second Secretary (Commercial)	July	March 1969
SAUDI ARABIA (Jedda)	V. J. HENDERSON Third Secretary (Commercial)	July	May 1969
SIERRA LEONE (Freetown)	S. I. LEVENE Second Secretary (Commercial)	August	October 1970

British firms and organizations, other than those in the areas covered by the Department of Trade and Industry offices for the Eastern Region and the London and South Eastern Region, who wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Department of Trade and Industry Regional Director (Exports) stating the nature of the problem and commodities involved. (The Department's Regional Offices together with the areas covered and the appropriate office for Northern Ireland were listed on page 445 of *Trade and Industry* of March 3, 1971). Those firms and organizations in the London-based Regions mentioned above (together with those in other Regions who would prefer, or who would be prepared if necessary, to meet the officer for an interview in London) should write to Tours Section, Department of Trade and Industry, Room G60, Export House, 50 Ludgate Hill, London EC4M 7HU.

Because visiting officers often have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Division of the Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Department of Trade and Industry or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

Government surplus sales

MINISTRY OF DEFENCE

1971	Stores	Location	Auctioneers
June 8	Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon.	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon, OX6 7AL. (Tel. 08692 2073.)

Compressors; generators; 10-cwt. and 2-ton electrically-operated gantries; Coles 5-ton lorry-mounted and other cranes; Ferguson agricultural tractors; Douglas trucks; Barford '75' dumpers; concrete mixers; Chaseside and Fordson shovels; drop pile hammers; Petter, Continental, Coburn and JAP petrol engines; Farrar vertical steam boilers; paint sprayers; excavator conversion equipment; 2- and 3-core electric cable; diaphragm and centrifugal pumps; air cooled engines; large quantity of surplus service clothing and textiles; household and office furniture; kitchen equipment; mixed rags, etc.

June 22-23	Miscellaneous stores	Ordnance Storage and Disposal Depot, Branston, Staffs.	Arnold & Son (Dept. L), 'Modwena', 13 Market Place, Burton-upon-Trent. (Tel. 4657.)

Plant and machinery; compressors; oscilloscopes; portable welders; wooden transit boxes; 30 h.p. air blowers; fork lift trucks; clothing and textiles; furniture; machine tools including pedestal, pillar and radial drills; grinding, milling and woodworking machines; centre, shell and tool lathes; presses; shapers, angle bending machines; power hacksaws, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 5p (postal order only).

DEPARTMENT OF THE ENVIRONMENT

1971	Description of Goods	Location	Auctioneers
June 8	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 5p direct from auctioneer. View days: Day preceding and morning of sale.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1965	108	111·7	115	114	106	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100·0	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	37	13	22
1968	116	119·8	135	135	112	103·6	140	130	144	145	142	157	23	75	41
1969	118	122·9	143	143	113	103·0	136	140	148	130	131	357	232	26	27
1970	120	124·0	156	155	116	104·2	138	148	156	117	136	351	224	40	51
1969															
1st quarter	115	121·8	140	138	111	102·3	134	128	138	134	136	96	105	6	5
2nd quarter	118	123·3	142	142	113	103·7	135	141	147	130	129	84	43	2	1
3rd quarter	119	123·2	144	144	113	103·2	138	146	155	130	130	51	—	8	8
4th quarter	120	123·5	147	147	114	102·9	138	146	153	126	131	126	84	10	13
1970															
1st quarter	117	124·0	149	148	114	103·3	133	141	144	112	133	–31	32	– 5	–41
2nd quarter	120	123·4	155	153	116	104·2	141	150	163	118	137	106	55	11	21
3rd quarter	120	123·8	159	158	117	104·6	138	150	156	119	133	117	40	6	12
4th quarter	122	124·4	163	161	118	104·7	140	149	162	119	139	159	95	28	59
1971															
1st quarter		122·9 p			116	101·9							74		75 p
1970															
September		125·7				104·4									
October		125·7				106·0									
November		122·5				103·3									
December		124·9				104·9									
1971															
January		125·0 p				102·7									
February		122·4 p				99·7									
March		121·2 p				103·0									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment (‡‡)	Imports(‖)	Exports (¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,362	1963 4,282	Series in £ million
1965	119	112·1	4·8	106·8	104·6	157·9	308	265	24,785	116	112	– 77
1966	115	116·5	3·9	110·2	107·3	168·5	323	255	24,384	120	121	– 43
1967	106	119·4	2·5	108·4	108·2	175·3	512	174	24,475	130	120	–312
1968	106	125·0	4·7	120·5	112·4	187·3	541	188	24,331	159	146	–319
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	165	165	416
1970	125	140·2	6·4	128·5	124·6	217·7	574	186		181	184	631
1969												
1st quarter	110	129·7	6·2	122·3	114·1	194·7	532	198	24,364	162	153	13
2nd quarter	113	131·3	5·4	124·2	115·1	195·6	519	202	24,340	165	163	76
3rd quarter	115	132·0	5·0	126·1	116·5	197·8	547	200	24,268	165	171	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	172	174
1970												
1st quarter	118	136·2	5·0	130·1	120·6	209·0	561	192	24,280	171	180	215
2nd quarter	122	139·5	5·8	129·2	123·6	214·0	563	187	24,139	183	183	144
3rd quarter	123	141·1	6·9	126·9	125·7	219·5	592	185	24,077	178	175	76
4th quarter	125	144·0	7·7	127·8	128·4	228·3	581	177		190	199	196
1971												
1st quarter	122 p	147·9	8·6	130·9 p	131·0 p	237·2	631	146		189	186	
1970												
September	123	141·5	7·0	127·2	126·4	221·3	589	187		194	199	
October	123	143·0	7·4	126·3	127·5	222·7	576	184		192	203	
November	125	144·0	7·9	128·4	128·5	228·8	579	176		192	191	
December	125	145·0	7·9	128·5	129·1	233·3	589	171		186	204	
1971												
January	122 p	147·0	8·5	129·8 p	130·6 p	236·8	613	157		176	176	
February	122 p	147·8	8·5	130·6 p	131·1 p	237·1	623	147		187	172	
March	122 p	149·0	8·8	132·3 p	131·4 p	237·8	656	134		205	209	
April						238·7 p	704	129		201 p	209 p	
May							731 p	130 p				

(*) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (†) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording.
(‡‡) Figures are subject to revision.

Index of industrial production for March

THE PROVISIONAL estimate index of production for March 1971, prepared by the Central Statistical Office, is 121.2 (seasonally adjusted). For manufacturing industry alone the figure is 121.3.

For the three months January to March 1971, it is provisionally estimated that production as a whole was 1.2 per cent lower than in the preceding three months, October to December 1970; for manufacturing industries alone there was a decrease of 3.2 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months.

Seasonally adjusted — 1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco			Coal and petroleum products	Chemicals and allied industries	Engineering and allied industries						
				Total	Food	Drink and tobacco			Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft,	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1966	113·2	90·1	114·2	108·7	106·8	112·3	121·8	123·4	116·0	122·6	121·9	120·6	93·2	111·7	110·3
1967	113·9	89·1	114·2	110·8	108·6	115·0	116·3	130·4	115·6	123·1	123·1	129·1	90·0	106·3	105·0
1968	119·8	84·8	121·4	115·5	112·3	121·6	126·4	140·0	122·4	125·5	134·7	137·4	86·8	117·2	113·4
1969	122·9	80·3	125·6	118·9	115·8	124·8	139·3	149·2	127·2	131·3	146·6	144·0	85·4	118·6	119·4
1970	124·0	78·1	127·1	121·4	116·7	130·4	151·1	158·5	128·2	134·6	154·0	148·1	86·1	115·7	115·8
1969 1st quarter	121·8	81·8	123·7	116·0	114·0	119·8	139·4	144·8	124·5	128·2	143·0	141·7	85·3	113·7	120·3
2nd quarter	123·3	81·2	125·7	118·2	115·0	124·2	136·8	147·7	127·0	130·7	152·5	140·4	85·3	121·0	119·0
3rd quarter	123·2	81·2	126·3	118·7	114·5	126·9	138·7	151·8	129·2	132·8	147·9	148·5	84·8	121·6	118·2
4th quarter	123·5	76·9	126·7	122·1	119·2	127·8	142·8	152·7	128·1	133·8	143·1	145·2	86·0	118·3	119·8
1970 1st quarter	124·0	80·5	126·6	118·4	115·0	124·9	152·4	150·7	128·7	132·6	153·6	148·5	85·7	120·7	116·8
2nd quarter	123·4	79·3	126·3	120·9	113·7	132·1	144·7	157·7	127·7	136·1	158·9	145·2	84·5	112·4	119·5
3rd quarter	123·8	79·0	126·9	122·5	117·6	131·7	153·0	161·9	127·6	135·6	146·8	149·0	86·8	111·8	117·7
4th quarter	124·4	74·6	128·4	124·3	119·9	132·5	155·0	164·1	128·1	134·6	156·6	148·8	87·3	118·8	110·1
1971 1st quarter p	122·9	82·8	124·3	119·9	116·9	125·8	161·0	159·8	122·2	126·8	142·6	148·7	86·2	113·2	98·5
1970 October	125·7	80	129·8	124	119	133	159	162	130	133	170	151	88	121	116
November	122·5	64	126·5	124	119	132	151	164	126	129	134	148	87	119	110
December	124·9	80	128·7	125	122	133	155	167	129	142	163	148	87	116	103
1971 January p	115·0	81	127·3	120	117	126	162	159	125	126	142	147	87	128	99
February p	122·4	83	124·2	121	116	129	163	162	122	129	146	149	86	112	97
March p	121·2	84	121·3	119	117	122	158	158	119	126	139	150	86	100	100
October-December (av.)	124·4	75	124·1	124	120	133	155	164	128	135	157	149	87	119	110
January-March (av.) p	122·9	83	124·3	120	117	126	161	160	122	127	143	149	86	113	99

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
	Total	Ferrous	Non-Ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1966	111·3	112·4	107·7	106·8	107·6	101·5	105·8	115·8	117·8	112·2	109·6	114·6	119·8	115·3	116·9
1967	104·7	105·0	103·8	103·2	105·0	90·2	101·5	120·1	124·4	112·4	111·5	114·2	122·7	119·4	121·2
1968	111·1	111·2	110·8	113·1	119·2	93·3	103·7	127·3	130·3	121·8	118·5	118·3	135·2	121·8	128·2
1969	114·5	116·2	109·3	115·6	123·5	93·9	102·7	127·8	126·9	129·3	110·8	123·4	141·6	118·9	136·2
1970	114·2	115·7	109·5	116·7	125·0	92·9	103·3	124·7	123·1	127·5	114·0	120·5	146·4	115·0	143·8
1969 1st quarter	114·7	115·1	113·2	115·3	122·7	96·7	103·1	127·6	126·7	129·3	111·1	121·2	136·5	118·4	139·8
2nd quarter	116·2	116·9	114·1	117·1	125·5	94·5	103·3	129·4	129·1	130·1	108·3	122·5	143·6	121·8	133·7
3rd quarter	112·5	114·0	107·6	115·1	122·4	93·9	103·1	128·0	127·5	128·9	110·5	124·8	145·7	118·2	132·4
4th quarter	114·3	118·0	102·5	114·9	123·2	90·9	101·3	126·0	124·2	129·2	112·8	125·2	141·1	117·2	138·9
1970 1st quarter	117·5	119·8	110·0	115·2	123·3	91·7	102·0	120·9	116·9	128·3	105·7	123·6	144·0	116·4	145·1
2nd quarter	115·2	117·0	109·4	115·8	123·6	93·9	103·0	121·5	123·4	118·1	113·3	119·4	142·6	115·6	142·2
3rd quarter	108·9	109·5	107·1	117·8	126·9	93·8	102·5	129·7	128·0	132·9	113·1	120·9	147·0	116·1	141·7
4th quarter	115·0	116·1	111·7	118·3	126·3	92·3	105·7	127·1	124·2	132·3	122·6	118·2	151·5	111·7	144·6
1971 1st quarter p	111·8	113·2	107·5	117·1	124·9	88·2	105·5	125·7	124·2	128·4	117·3	112·6			150·9
1970 October	122	125	116	120	128	92	107	127	125	132	121	120	148		147
November	115	118	108	117	126	92	103	127	126	128	125	117	152		143
December	107	106	111	118	125	93	107	127	122	137	122	117	155		144
1971 January p	119	120	115	119	126	88	110	126	124	129	124	117			150
February p	111	113	106	116	125	91	101	127	126	129	119	112			144
March p	106	107	101	116	123	85	106	124	123	127	108	110			158
October-December (av.)	115	116	112	118	126	92	106	127	124	132	123	118	147		145
January-March (av.) p	112	113	107	117	125	88	106	126	124	128	117	113	152		151

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for March

Unit value and volume index numbers on a balance of payments basis

STATISTICS OF THE value of total United Kingdom imports and exports have, from January 1971, been shown on a balance of payments basis in the monthly press releases and articles in *Trade and Industry* instead of, as formerly, only on an *Overseas Trade Statistics* basis. The import and export unit value and volume index numbers are calculated from the data published in the *Overseas Trade Statistics;* but in order to provide information on unit value and volume changes comparable with the statistics of the value of trade on the new basis the unit value and volume indices for total imports and exports have been adjusted to a balance of payments basis, and are shown in this form in Table 1 (see technical note below). It is not possible to adjust the index numbers for commodity groups to a balance of payments basis and the indices in Tables 2-4 remain on an *Overseas Trade Statistics* basis. In future comments on changes in unit values and volume of total imports and exports will be based on the indices shown in Table 1 but the indices in Tables 2-4 will form the basis of any discussion of movements in the unit values or volume of commodity groups.

The movement in the unit value indices during the course of the last year or so is much the same on the balance of payments basis as on the *Overseas Trade Statistics basis*. This is also true of the seasonally adjusted indices of the volume of exports in recent quarters; however, the marked rise in the volume of imports between the third and fourth quarters of 1970 (which was followed by a small fall into the first quarter of 1971) is slightly moderated on the balance of payments basis compared with the *Trade Statistics* basis.

Import and export unit value index numbers for March and the first quarter of 1971

The rise in the export unit value index appears to have moderated, the increase of less than one half per cent in March following a similar rise in February; however, the index for the first quarter as a whole was 3 per cent higher than in the fourth quarter of 1970. The import unit value index, in contrast, rose by about

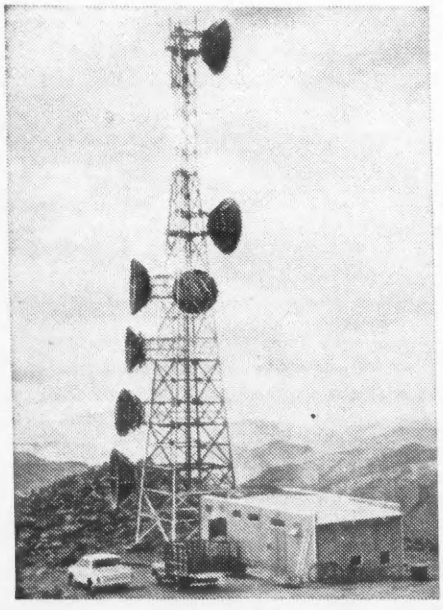
Table 1. Import and export unit value and volume index numbers on a balance of payments basis

1961 = 100

	Unit Value Index Numbers (Unadjusted)			Volume Index Numbers (Seasonally adjusted)	
	Imports	Exports	Terms of Trade †	Imports	Exports
1969	126	127	101	146	149
1970	131	136	104	155	154
1969 1st quarter	123	126	102	146	139
2nd quarter	125	127	101	147	148
3rd quarter	127	127	100	145	154
4th quarter	130	129	99	147	154
1970 1st quarter	131	131	100	148	155
2nd quarter	132	134	102	157	155
3rd quarter	131	136	104	152	145
4th quarter	131	139	106	162	162
1971 1st quarter p	131	143	109	162	149
1970 October	131	137	105	164	166
November	132	139	106	163	155
December	131	141	108	160	164
1911 January p	131	143	109	154	141
February p	131	143	109	159	137
March p	133	144	109	173	167

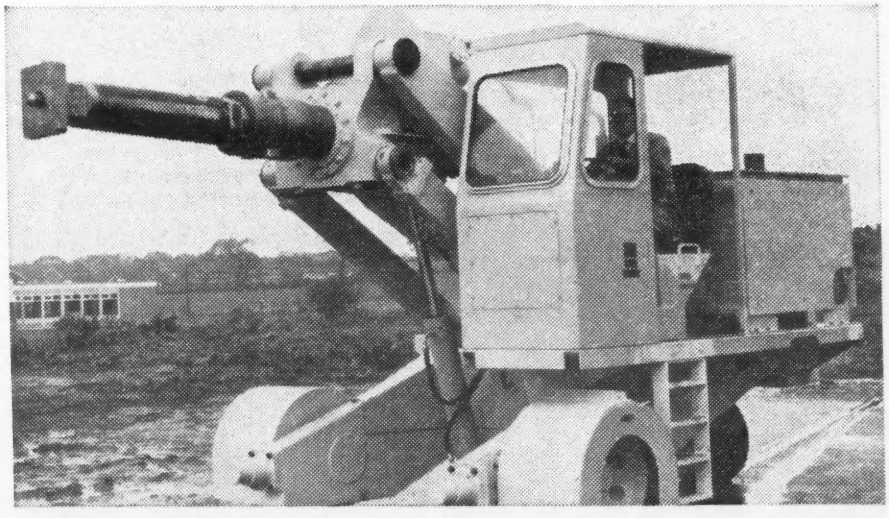
† Export Unit Value Index as a percentage of the Import Unit Value Index
P Provisional estimate

(*Continued on page* 427)



A repeater station installed by GEC-AEI Telecommunications Ltd. in the Andes in Chile. It is part of the 1,120-mile microwave-radio system installed between Arica and Santiago to provide telecommunications between these centres and 21 towns en route.

EXPORTS OF CAPITAL GOODS



Wellman have completed and delivered an order for a 2-ton bar turn box charger, to be used at the Steg-Gampel plant of Swiss Aluminium Ltd. This box charger is the first of its type to be built by Wellman Mechanical Equipment Ltd., Darlaston, Staffs. Exports account for a large proportion of the Wellman current order book – more than 20 machines are at present being built with a total value of over £500,000.

1 per cent in March, after showing little change over the last year. The terms of trade index remained at 109 in March.

Machinery and transport equipment continues to be the group mainly responsible for the rise in export unit values. In the first quarter the index for this group was 4 per cent higher than in the fourth quarter of 1970 with unit values for non-electrical machinery and vehicles rising particularly sharply. The unit value index for the metals group was unchanged between the latest two quarters. There was a 5 per cent fall in unit values of non-ferrous metals over this period mainly due to a sharp decline in copper prices, no doubt reflecting the prolonged fall in the prices of imports of copper; in addition the unit values of iron and steel, which has been rising, have now levelled off. Unit values of non-manufactures which showed a relatively small increase in 1970, have risen more rapidly in recent months and in the first quarter of 1971 as a whole were 3 per cent higher than in the previous quarter.

Metals continued to depress the import unit value index in the first quarter of 1971. Although unit values of copper turned up in March after falling by more than one third over the last year, in the first quarter as a whole they were markedly below their level of the fourth quarter of 1970. Unit values of iron and steel which rose sharply during 1970 fell a little in the first quarter of this year. The unit value index for fuels, in contrast, rose by 10 per cent between the latest two quarters, although the agreement signed in February between the oil companies and the Gulf oil producing countries will have had an effect only around the end of the first quarter.

Trends in United Kingdom trade were discussed in the article on trade in the first quarter which was published in *Trade and Industry* of May 12, 1971.

Technical note:

The adjustments which have to be made to the figures recorded in the *Overseas Trade Statistics* for balance of payments purposes relate to either the coverage of the statistics or the valuation of items which are recorded. The *Overseas Trade Statistics* includes, with a few exceptions, all goods entering or leaving the country whether or not their ownership changes and coverage adjustments are necessary to remove items where there is no change of ownership (for example goods imported or exported for processing and repair) and to bring in items which are not included in the *Trade Statistics* (e.g. ships built and delivered abroad direct to United Kingdom owners). The main valuation adjustment is made to imports, which are valued c.i.f. in the *Overseas Trade Statistics*, i.e. their value includes freight and insurance costs incurred in bringing them to this country. For balance of payments purposes these costs are deducted from the value of imports since freight and insur-

(Continued on next page)

Table 2. Import and export unit value index numbers (unadjusted) (Overseas Trade Statistics basis)

1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section of Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	99	102	96	98	99	101	99	102	98	100	101	103	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104
1964	107	115	103	95	105	106	108	106	101	107	107	107	105
1965	107	113	102	90	109	109	105	109	104	109	113	110	108
1966	109	114	103	84	114	113	107	114	106	111	120	114	113
1967	109	113	99	92	116	114	102	116	106	111	120	118	116
1968	121	120	107	107	135	123	108	126	113	115	131	128	128
1969	126	124	115	100	142	127	114	130	116	122	139	131	131
1970	132	132	121	98	148	136	118	140	126	127	155	141	138
1969 1st quarter	124	123	112	104	138	128	114	130	117	120	135	133	130
2nd quarter	125	124	115	102	141	128	115	130	118	122	136	132	131
3rd quarter	127	125	116	100	144	128	115	131	118	122	139	132	131
4th quarter	129	128	117	98	149	129	114	132	118	123	144	133	132
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134
2nd quarter	132	132	121	95	151	134	117	137	123	126	155	137	137
3rd quarter	132	133	122	97	149	136	119	140	125	126	156	140	139
4th quarter	132	135	120	102	147	139	119	143	128	127	156	145	142
1971 1st quarter	133	136	120	111	144	143	123	147	132	130	156	151	145
1970 January	130	128	118	96	151	130	116	133	118	124	147	133	133
February	131	129	120	96	151	131	116	134	119	125	152	134	133
March	131	130	120	95	151	132	117	135	120	124	153	135	135
April	132	131	121	95	152	133	117	136	123	125	155	136	135
May	132	131	121	95	152	134	116	137	123	126	154	137	137
June	132	133	122	96	150	135	118	138	123	126	156	138	137
July	133	133	122	96	151	135	119	139	124	125	156	139	138
August	131	132	121	97	148	136	119	140	124	126	156	140	139
September	132	133	121	98	148	137	119	140	126	126	156	141	140
October	132	134	120	100	148	137	119	141	126	126	155	142	141
November	132	135	121	102	147	139	119	143	128	127	156	145	143
December	132	136	119	104	146	141	120	145	130	129	156	148	143
1971 January	132	136	119	108	144	143	122	147	130	129	158	150	144
February	133	136	121	111	144	143	123	147	132	131	156	151	144
March	134	136	121	115	145	144	124	148	132	129	155	152	146

VALUE AND VOLUME INDEX NUMBERS, *continued*

ance payments to foreign companies are included in invisible items in the balance of payments and those to United Kingdom companies are regarded as domestic transactions. Other adjustments include for exports the addition of an allowance for the net under-recording of exports; and for imports the exclusion of the value of deliveries of United Kingdom military aircraft and their replacements by the value of payments for these aircraft. These adjustments are described in greater detail in an article in *Trade and Industry* of November 4, 1970, in which the new presentation of the trade statistics was discussed, and in the annual Balance of Payments 'Pink Book'.

In the adjustment of the index numbers to a balance of payments basis the weights for commodity groups have been altered to allow for the effects of balance of payments adjustments in the base year, 1961. For example, the freight element in the c.i.f. value of fuels is larger than the c.i.f. value of other imports so that on a balance of payments basis the weight for fuels in the unit value and volume indices for imports is lower than on a *Trade Statistics* basis. Changes in valuation and coverage adjustment since 1961 have been applied to the unit value and volume index numbers respectively.

Note:

This series of index numbers, based on 1961=100, was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Table 3. Import and export volume index numbers (unadjusted) (Overseas Trade Statistics basis)

1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	107	101	107	100	101	100	102
1963	107	102	101	119	112	108	114	107	113	102	100	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	120	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	167	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	185	123	126	148	187
1970	157	104	110	203	223	155	151	155	196	133	131	148	182
1969 1st quarter	149	106	109	198	198	136	122	138	166	112	113	132	174
2nd quarter	152	107	108	186	215	152	141	155	188	124	125	154	179
3rd quarter	145	99	109	176	204	150	134	154	187	120	125	146	196
4th quarter	150	105	109	197	205	160	154	161	196	135	140	154	194
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
2nd quarter	164	105	115	204	240	161	148	163	209	138	145	157	181
3rd quarter	149	99	105	204	210	141	140	141	185	125	116	132	170
4th quarter	166	111	118	214	234	168	176	165	210	154	137	157	193
1971 1st quarter	165	109	104	241	236	147	134	151	187	129	123	147	177
1970 January	156	110	116	215	205	152	144	153	190	131	128	147	183
February	144	96	99	190	204	148	138	148	181	124	125	142	177
March	151	107	100	188	216	164	140	169	210	142	135	163	206
April	168	110	114	214	244	163	149	165	212	141	145	164	171
May	155	96	104	200	230	157	137	161	205	132	144	152	186
June	168	108	128	197	245	163	159	164	210	142	147	155	187
July	131	80	72	203	195	163	151	165	217	142	147	157	186
August	152	108	122	189	204	105	98	105	137	90	68	99	144
September	165	108	120	219	232	154	170	152	200	143	133	139	182
October	170	115	125	208	242	165	188	160	214	144	135	153	180
November	163	116	108	221	225	172	180	169	214	157	141	158	206
December	164	103	120	214	237	166	161	166	201	160	136	159	192
1971 January	158	104	107	239	215	138	123	141	178	121	106	137	169
February	149	102	100	193	215	130	124	134	172	112	112	129	155
March	189	121	104	291	276	172	155	178	212	153	151	174	205

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Table 4. Import and export volume index numbers (seasonally adjusted) (Overseas Trade Statistics basis)

1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft, etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1969 1st quarter	146	143	104	110	189	197	187	139	128	140	171	115	118	132	175
2nd quarter	151	146	107	109	181	209	197	148	141	150	182	122	120	147	183
3rd quarter	148	145	101	107	182	210	201	157	140	161	192	125	130	158	195
4th quarter	149	148	101	106	198	210	206	157	143	161	196	130	135	155	194
1970 1st quarter	150	150	104	108	191	211	210	155	147	156	195	132	134	148	187
2nd quarter	158	158	103	114	194	229	227	155	148	156	197	132	139	148	184
3rd quarter	153	153	101	103	210	216	215	145	146	145	186	127	119	140	167
4th quarter	165	164	107	114	215	237	236	162	163	161	206	143	132	154	192
1971 1st quarter	163	162	107	107	228	233	232	149	141	152	193	133	127	145	177
1970 January	146	146	103	107	197	201	200	155	150	156	198	130	136	147	186
February	153	152	103	110	190	218	216	152	145	152	186	126	134	144	181
March	152	152	106	107	186	214	213	159	147	161	200	139	133	154	193
April	157	157	104	110	190	226	224	163	151	162	199	135	139	157	187
May	157	157	101	110	195	232	230	148	137	147	192	122	131	135	183
June	161	160	103	121	197	228	226	156	155	160	200	139	146	151	182
July	122	122	76	65	198	177	177	155	155	157	210	135	140	147	179
August	169	169	121	123	214	231	231	117	115	116	149	98	81	116	136
September	167	167	107	121	218	238	238	164	168	163	198	146	135	159	185
October	165	164	108	120	204	233	231	168	183	164	211	137	134	160	187
November	166	165	111	110	231	235	233	155	154	154	203	137	129	145	183
December	163	163	102	113	211	244	244	164	152	166	203	154	134	156	205
1971 January	156	155	103	105	227	221	221	142	130	144	188	125	114	137	171
February	160	159	110	110	201	230	230	137	132	141	183	121	120	135	164
March	173	172	108	104	255	248	247	168	162	171	208	152	148	164	196

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

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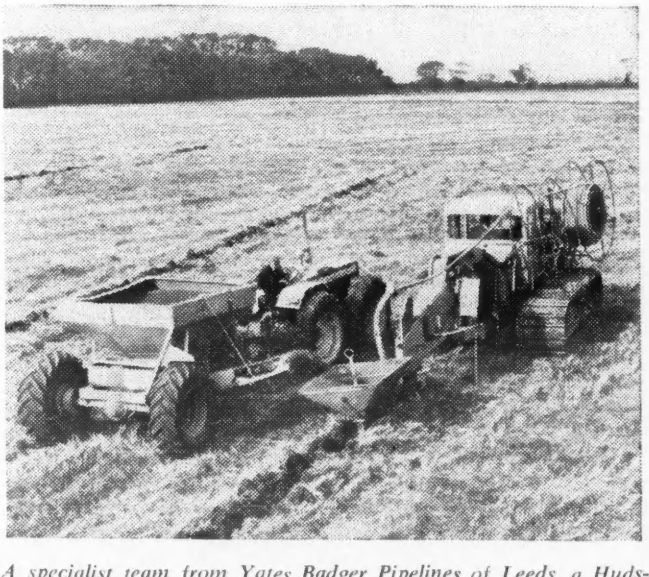
A complete list of titles of Business Monitors was last published in *Trade and Industry* on March 31, 1971, on page 679.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (01-606 6699). The department has 20 local offices in various parts of the United Kingdom.



A specialist team from Yates Badger Pipelines of Leeds, a Hudswell Yates Developments subsidiary, using a Badger Minor trenchless pipelayer for installation of pvc flexible pipe with porous in-fill. Hudswell Yates is currently starting land drainage and spray irrigation contracts in Portugal, Spain and Italy, and with joint venture concerns in France, Germany, America and Canada, is providing an agricultural and civil engineering pipelaying service for most parts of the world.

Deliveries and orders in the engineering industries

PROVISIONAL MONTHLY FIGURES are now available for the first quarter, 1971, together with final figures for the last quarter of 1970. A comparison between these quarters indicates:

(1) A 5 per cent drop in the total level of deliveries with exports dropping more than home deliveries.
(2) A 13 per cent drop in net new orders with home dropping more than exports.
(3) A consequential fall in total orders on hand of 2 per cent reflecting a 3 per cent fall in home orders on hand.

The picture presented for 1970 is of a rise of 2 per cent in total deliveries over 1969 with a peak in mid-year. Sustained export deliveries in the final quarter compensated to some extent for the decline in home deliveries. Orders on hand rose slowly throughout the year.

Engineering and electrical goods (SIC Orders VII, VIII, & IX) seasonally adjusted (†)

Index numbers of the volume of orders and deliveries

	Total			Home			Export		
	Orders in hand (end period)	Net new orders	Deliveries	Orders on hand (end period)	Net new orders	Deliveries	Orders on hand (end period)	Net new orders	Deliveries
	December 1963 (unadjusted) = 100	Average 1963 = 100	deliveries	December 1963 (unadjusted) = 100	Average 1963 = 100	deliveries	December 1963 (unadjusted) = 100	Average 1963 = 100	deliveries
1963	100	107	100	100	109	100	99	103	100
1964	116	120	109	117	123	112	115	112	101
1965	119	115	114	118	116	115	123	113	108
1966	115	115	118	114	117	120	110	111	114
1967	106	114	120	100	113	123	125	115	111
1968	106	125	125	96	124	127	139	128	119
1969	117	139	132	99	134	132	171	152	132
1970	125	140	135	106	137	132	183	150	142
1968 2nd quarter	104	122	124	96	122	127	129	125	117
3rd quarter	106	130	125	96	126	126	137	141	122
4th quarter	106	128	127	96	128	129	139	128	122
1969 1st quarter	110	139	128	97	133	130	152	155	125
2nd quarter	113	138	130	98	133	131	160	151	130
3rd quarter	115	139	135	98	135	134	166	150	136
4th quarter	117	139	134	99	135	132	171	151	139
1970 1st quarter	118	137	133	100	133	131	175	148	137
2nd quarter	122	145	135	102	137	132	186	169	142
3rd quarter	123	138	137	103	139	134	183	134	143
4th quarter	125	140	134	106	137	130	183	148	147
1971 1st quarter p	122	121	127	102	115	124	184	139	137
1969 October	116	148	138	99	143	135	168	162	147
November	117	139	132	99	132	131	171	157	135
December	117	130	131	99	128	130	171	133	135
1970 January	120	155	130	102	147	128	176	176	135
February	119	122	131	100	119	130	176	133	135
March	118	135	138	100	134	136	175	135	143
April	119	137	134	97	110	135	185	213	137
May	119	131	128	99	141	127	181	101	130
June	122	169	142	102	160	137	186	194	157
July	122	126	131	101	124	130	186	130	131
August	123	152	138	103	150	136	188	157	141
September	123	136	142	103	143	136	183	116	156
October	123	135	135	104	135	130	181	134	152
November	125	152	132	106	140	127	186	185	143
December	125	132	136	106	134	132	183	124	148
1971 January p	122	107	127	103	99	122	181	129	141
February p	122	123	127	103	119	124	181	133	137
March p	122	133	128	102	125	126	184	154	132
Average:									
Latest 3 months	122	121	127	102	115	124	184	139	137
Previous 3 months	125	140	134	106	137	130	183	148	147
Percentage change (‡)	*– 2*	*–13*	*– 5*	*– 3*	*–16*	*– 4*	Nil	*– 6*	*– 7*

P Provisional
† At constant prices
‡ In the case of orders on hand, the percentage changes compare the level at the end of the latest months shown with the corresponding level three months earlier.

Release dates of economic statistics to be published in June

THIS NOTICE is issued by the Central Statistical Office on behalf of the Government Statistical Service as a guide to the dates of publication of major economic series in June. The dates are those which Departments, or other organizations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Further inquiries about individual series should be addressed to the source named.

Publication date	Series	Method of release †	Source
June:			
1 Tues.	London clearing banks monthly statement (May)	PN	CLCB
2 Wed.	Official currency reserves (May)	PN	Treasury
	Car and commercial vehicle production (April)	PN	DTI
3 Thurs.	Weekly fuel statement	PN	DTI
4 Fri.	Consolidated Fund and National Loans Fund (May)	London Gazette	Treasury
7 Mon.	Registered unemployed (final figures – May)	PN	D. of Emp.
	Employment in production industries (May)	PN	D. of Emp.
	Overtime and short-time working in manufacturing industries (April)	PN	D. of Emp.
8 Tues.	United Kingdom balance of payments (1st quarter)	PN	CSO/Treasury
	Number of foreign visitors to Britain (April)	PN	DTI
	Hire purchase and other instalment credit business (April)	PN	DTI
	Retail trade (April)	PN	DTI
	Construction – output (1st qtr.)	PN	D.of Environment
	Housing starts and completions (April)	PN	D.of Environment
	House improvement grants (April)	PN	D.of Environment
9 Wed.	Weekly fuel statement	PN	DTI
10 Thurs.	Construction – new orders (1st qtr.)	PN	D.of Environment
11 Fri.	Money suppy (1st qtr.)	Bulletin	Bank of England
	Domestic credit expansion (1st qtr.)	Bulletin	Bank of England
	Capital issues and redemptions (May)	Bulletin	Bank of England
	Building Societies receipts and loans (May)	PN	BSA
	Crude steel production (May)	PN	BSC/BISPA
	Finished steel receipts, consumption and stock changes (1st qtr. revised)	PN	DTI
14 Mon.	Turnover of the motor trades (April)	PN	DTI
	Turnover of the catering and service trades (April)	PN	DTI
	United Kingdom overseas trade (May)	PN	DTI
	Capital expenditure by the manufacturing distributive and service industries (1st qtr. prov.)	PN	DTI
	Manufacturers and distributors stocks (1st qtr. prov.)	PN	DTI
	Investment intentions of the manufacturing, distributive and service industries for 1971-72	PN	DTI
15 Tues.	Weekly fuel statement	PN	DTI
17 Thurs.	Basic rates of wages and normal weekly hours (end May)	PN	D. of Emp.
	Index of industrial production (April)	PN	CSO
18 Fri.	Quarterly analysis of bank advances (Mid-May)	PN	Bank of England
19 Sat.	Retail price index (May)	PN	D. of Emp.
20 Sun.	National Savings monthly progress report (May)	PN	DNS
21 Mon.	Engineering industries deliveries and orders (April)	PN	DTI
22 Tues.	National Income and Expenditure (1st qtr. – prov.)	PN	CSO
	Weekly fuel statement	PN	DTI
	New car registrations (May)	PN	D.of Environment
23 Wed.	Wholesale price index numbers (May)	T. and I.	DTI
24 Thurs.	Registered unemployed (prov. June)	PN	D. of Emp.
	Unfilled vacancies (June)	PN	D. of Emp.
	Stoppages of work due to industrial disputes (May)	Gazette	D. of Emp.
	Monthly index of average earnings (April)	Gazette	D. of Emp.
	Electricity generation (May)	PN	DTI
28 Mon.	Car and commercial vehicle production (May)	PN	DTI
29 Tues.	London clearing banks monthly statement (June)	PN	CLCB
	Weekly fuel statement	PN	DTI
30 Wed.	Central Government borrowing requirement (May)	Fin. Stats.	CSO/Treasury
	Bricks and cement production (May)	PN	D of Environment

†PN = Press release

INDEX OF REGULAR STATISTICS

When did Trade and Industry *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

THE INDUSTRIAL RELATIONS BILL

An important announcement from LRS Publishers Ltd.

The proposals in the Industrial Relations Bill, and the way they will operate in practice are basic to the future of every business. Yet company executives, trades union leaders, and even an ex-Prime Minister have confessed publicly that they cannot foresee the likely effects of the proposals.

CAN YOU?

LRS Publishers, an independent organization which specialises in providing business people with sound guidance on legal developments significant to industry, have already held two high-successful conferences on the Bill. Now they have arranged a one-week scheme to make management, legal advisers to industry, personnel officers, and everyone else concerned with industrial relations and negotiations aware of the problems confronting them, and to offer practical solutions.

THIS FIVE-DAY CONFERENCE WILL BE HELD AT THE ROYAL GARDEN HOTEL, LONDON, W.8, JULY 5th-9th, 1971

Telephone inquiries: 01-602 0991

It will provide an intensive, well-conceived course for senior managers and advisers who cannot afford to spend months or even years, to acquaint themselves with the new law.

SEMINAR STUDY TOPICS will include: contract, tort, criminal law and the Industrial Relations Bill; the Industrial Relations Bill in the context of other statute law; rights of workers revised and re-defined; dismissal; the contracts of Employment Act, 1963; collective bargaining; machinery to police the Act; conduct of trade unions; obligations imposed on Employers' Associations; disclosure by employers.

SPEAKERS:
K. W. Wedderburn, Professor of Law at London University.
Bruce Reynolds, barrister and lecturer.
Alan Pardoe, lecturer.
Eric Wigham, sometime labour correspondent of *The Times* and a member of the Donovan Commission.
J. C. Wood, Professor of Law at Sheffield University.
Kenneth Baker, M.P., Parliamentary Private Secretary to the Minister of State at the Department of Employment and Productivity.
Martin Y. Cobb, deputy director, labour relations, the CBI.
George Doughty, general secretary of the Draughtsmen and Allied Technicians Association.
Eric S. Heffer, M.P., front bench spokesman.
Roy Lewis, lecturer.
Clive Jenkins, General Secretary, A.S.T.M.S.

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Cinema admissions and takings in January

DURING JANUARY, counted as a four week period, the weekly average of admissions to cinemas in Great Britain was 4.18 million and the weekly average of gross box office taking was £1.36 million.

British films quota returns—1970

RETURNS OF FILMS exhibited in 1970, which all exhibitors are required to make under the Films Act 1960 (as amended and extended by the Films Act 1970), have now been examined by the Department of Trade and Industry.

The Act provides that cinemas must show British quota films to at least the extent of the percentages prescribed. For 1970, the standard quotas were 30 per cent for films shown as first features and 25 per cent for films (second features and short films) in the 'supporting programme'. Of the 1,319 cinemas whose returns were analysed, 104 cinemas which satisfied the conditions of the Act regarding quota relief had reduced quotas prescribed ranging from 12.5 per cent to 28 per cent instead of the standard first feature quota of 30 per cent; and 83 of these, playing a majority of double feature programmes, had reduced quotas ranging from 12 per cent to 23 per cent for supporting programme films. After allowing for these quota reliefs, the average prescribed quotas for the 1,319 cinemas were 29.1 per cent for first feature and 24.3 per cent for supporting programme.

The main points of the analysis are:

1. The average proportion of British films exhibited at all cinemas for first feature and for the supporting programme was again above the prescribed level. The proportion, 40.3 per cent, of British films exhibited as first features showed a slight improvement over the previous year's achievement of 39.4 per cent. The figure for supporting programme, 34.5 per cent, showed a decrease against 35.7 per cent for 1969.
2. Of the 1,319 cinemas covered, 96 per cent achieved or exceeded their first feature quotas (against 93 per cent for the previous year) and 90 per cent their supporting programme quotas (against 95 per cent the previous year). A large proportion of those which failed to achieve their quotas did so by only a small margin.
3. The average first feature film quotas achieved by the major circuits were 41 per cent for Rank cinemas and 45 per cent for EMI (ABC) cinemas. Their achievements for supporting programme were 37 per cent and 41 per cent respectively.

New Companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during April 1971 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Total	Public Companies	Private Companies
Not exceeding £100	2,120	—	2,120
Over £100 but under £1,000	108	—	108
£1,000 but under £10,000	833	—	833
£10,000 but under £50,000	122	—	122
£50,000 but under £100,000	21	—	21
£100,000 but under £1,000,000	5	—	5
£1,000,000 and over	1	—	1
Total number	3,210	—	3,210
	£ thous.	£ thous.	£ thous.
Total amount of Nominal Capital	16,525	—	16,525

Companies registered in Great Britain in 1970 and 1971.

	1970		1971	
	Number	Nominal Capital £ thous.	Number	Nominal Capital £ thous.
January	2,087	5,528	2,684	10,440
February	2,156	7,556	2,323	3,961
March	2,464	5,098	3,136	7,720
April	2,556	7,657	3,210	16,525
May	2,322	10,323		
June	2,670	6,097		
July	2,573	16,272		
August	2,280	4,355		
September	2,461	6,404		
October	2,615	6,726		
November	2,564	4,831		
December	2,972	37,229		
Total	29,720	118,076		

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for March 1971 is 159 (1963=100). This is 2 points lower than the index for February 1971 and 11 points higher than for March 1970.

The index numbers for the main industrial groups with the increase or decrease on March 1970 shown in brackets are: textiles 234 (+41 points); clothing 128 (+2); engineering and metals 121 (−11); food, drink and tobacco 119 (+9); timber and furniture 141 (+1); mineral products 145 (+3); other manufacturing industries 221 (−); gas, electricity and water 213 (+16).

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, May 21, 1971
Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Enigma Variations	Br/E 35483/22/5/76	34	May 18	Rank Film Distributors Ltd.	James Archibald and Associates Ltd.
The Early Days	Br/E 35484/22/5/76	18	May 18	Columbia Pictures Corporation Ltd.	New Zealand National Film Unit
A Romanian Rhapsody	Br/E 35485/22/5/76	29	May 18	British Lion Films Ltd.	Polonius Film Services
For Your Pleasure No. 1	Br/E 35491/22/5/76	13	May 18	Amanda Films Ltd.	County Films Ltd.
For Your Pleasure No. 2	Br/E 35492/22/5/76	11	May 18	" "	" "
Movietone News 2189	Br/E 35264/22/5/76	8	May 21	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2189A	Br/E 35265/22/5/76	8	May 21	" " " "	" "
				FOREIGN	
B.S. I Love You	F 35486	98	May 18	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corporation and Motion Pictures International Inc.
Eyes Of Hell	F 35487	79	May 18	London Screen Distributors Ltd.	Taylor-Roffman Productions Ltd., Toronto
The Young, The Evil and the Savage	F 35488	81	May 18	" " "	Super International Pictures, Toronto, and B.G.A., Guiduvaldo Bel Monte, Rome
Desert Tanks	F 35489	105	May 18	Eagle Films Ltd.	Zenith Cinematografica Productions, Rome, and Les Films Corona, Paris
The Unholy Four	F 35490	93	May 18	" "	B.B.C. Produzione Film S.r.l., P.A.C., Produzione and Atlas Cinematografica S.r.L., Rome
Macho Callahan	F 35493	99	May 20	Avco Embassy Pictures (U.K.) Ltd.	Felicidad Films Inc.
The People Next Door	F 35494	93	May 20	" " " "	Herbert Brodkin Associates Inc.
C.C. and Company	F 35495	93	May 20	" " " "	Rogallan Productions Inc.
The Mickey Mouse Anniversary Show	F 35496	89	May 20	Walt Disney Productions Ltd. "	Walt Disney Productions

'Statistical News' for May

AN ARTICLE in the current issue of *Statistical News* (HMSO 30p) by M. C. Fessey and H. E. Browning of the Business Statistics Office describes the problems of collecting different types of statistics from 'multi-unit' businesses. Government Statistical Service inquiries cover virtually the whole range of economic activity – output, capital expenditure, stocks, employment and so on – and this is relatively straightforward in respect of single-unit firms. But where firms have a number of units – factories, offices, shops – in different locations, it is not possible to define a single 'statistical unit' for which the complete range of statistical information can be supplied.

For example, capital expenditure on buildings and most plant is specific to a particular site and also employment can generally, but not always, be associated with a particular location. In the case of profits, however, it may be that only a figure for a consolidated group of companies may be economically meaningful.

The aim of the Business Statistics Office is to publish production statistics broken down by the industry and standard region in respect of employment, capital expenditure and net output. Figures of purchases, total sales and gross output, commodity sales and stocks, will generally be available only for the country as a whole.

Other articles in *Statistical News* describe how the Central Statistical Office estimates changes in the purchasing power of the pound, and a description in some details of the methods used by the National Board for Prices and Incomes in carrying out statistical surveys and the average rate of response achieved.

Retail sales in Northern Ireland

THE INDICES of the value of retail sales were 102 in January and 116 in February, 1971 (1965=100) showing a decrease of 11 per cent and increase of 2 per cent, respectively, compared with a year earlier. In the last quarter of 1970 an increase of 6 per cent had been recorded.

After allowing for price changes, the volume of sales is estimated to have decreased by 18 per cent in January and 5 per cent in February compared with January and February, 1970.

Index numbers of the value of sales and percentage increases on a year earlier for the main groups of traders in January and February are shown below. More detailed information can be obtained from the Ministry of Commerce, Index of Retail Sales, 21 Linenhall Street, Belfast 2 (Tel. Belfast (0232) 34488, Ext. 336).

The value of sales by:	January 1971		February 1971	
	Index No. 1965 = 100	Percentage increase	Index No. 1965 = 100	Percentage increase
All kinds of business	102	*-11*	116	*2*
Food shops	108	*-11*	138	*7*
Non-food shops	98	*-12*	103	*-3*
Of which:				
Clothing and footwear shops	111	*- 2*	104	*4*
Durable goods shops	108	*-10*	113	*5*
Miscellaneous non-food shops	96	*-17*	104	*-6*
Department and general stores	78	*-10*	85	*-9*

'Economic Progress Report' for June

THE JUNE issue of *Economic Progress Report* was published on May 19.

Economic Progress Report, prepared by the Treasury Information Division, is published every month. It contains articles on economic subjects, analysing or giving background to Government economic policy, together with the Treasury's assessment of the economic situation and a table and charts of economic indicators.

The articles in the June issue are on *Savings:* describing how savings are defined, how they are used, the changes introduced in the Budget to encourage savings, and how saving in Britain compares with other countries; *Trends of travel:* giving some details of where visitors come from and how much they spend, and of British travellers' spending abroad; *Monthly economic assessment* and *Economic indicators.*

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Inquiries concerning the insertion of advertisements in Trade and Industry *should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.*1 (01-348 9876, *Ext.* 6147).

INDUSTRIAL AND INTELLECTUAL PROPERTY

A two-day conference under the auspices of LRS Publishers Ltd.

PORTMAN HOTEL, PORTMAN SQUARE, LONDON, W.1.
JUNE 14th and 15th, 1971

Some of industry's most astute lawyers are obliged to spend a great deal of their time grappling with the problems of patents, trade marks, licensing, and passing off.

It falls to them, also, to be alert to the legal aspects of industrial spying, and to the law relating to employees who pirate trade and business information to benefit competitors.

Apart from the large area of case law on these subjects, how far does recent legislation of a sort not traditionally associated with industrial property, such as the Trade Descriptions Act and the Theft Act affect the issues?

What would be the impact of the implementation of the Banks Committee Report on the Patent System and Patent Law?

What changes in the handling of industrial and intellectual property would result from our joining the Common Market?

These questions, and many others, will be answered in practical terms by expert speakers at this two-day conference. It forms a vital 'crash course' for management in industry, and in particular for legal advisers and patent and trade mark advisers.

ENROLMENT:
9.45 June 14th.

CHAIRMAN:
Bowes Egan, Director of Legal and Economic Studies, LRS Publishers Limited.

SPEAKERS:
Dr. Basil Bard, Managing Director, N.R.D.C.
M. J. Fine, Head of the Central Legal Department, Joseph Lucas (Industries) Ltd.
Peter Ford, Barrister-at-Law.
W. C. Howarth, Legal Adviser, the United Africa Company.
Christopher Morcom, Barrister-at-Law.
Telephone enquiries should be directed to the conference secretariat at (01)-602 0991/2.

ENROLMENT FORM – 71/26 - Please reserve.....place(s). I attach my cheque value £.....made payable to LRS Publishers Ltd., 48 Notting Hill Gate, London, W.11. Enrolment fee is £40 per individual. Attenders are provided with conference papers, lunch and refreshments. Four or more enrolments are charged at £32 each.

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LRS Publishers Ltd. Directors: Eric Grimshaw, Margaret Stone, Richard Dunsmore, Carmen Whitaker.

Activity in the chemicals industry

THIS ARTICLE is one of a series published quarterly and presents the latest information available on activity in the chemicals industry as defined in Order V of the Standard Industrial Classification. Notes defining the chemicals industry and its sectors were included in the issue of the *Board of Trade Journal* of January 28, 1970. More detailed information, at product level, is published in the Business Monitor series in respect of several sectors of the industry.†

Production (Tables 1 and 2)

Output in the chemicals industry as a whole rose by nearly 6 per cent during 1970. The small decline in output in the first quarter of 1970 was followed by a substantial recovery in the second. Further rises occurred in the third and fourth quarters and in the latter output was nearly 6½ per cent higher than in the corresponding period of 1969, an increase close to the long-term growth in this industry. Provisional estimates for the first quarter of this year suggests that output was about 6 per cent above the level of 12 months earlier, though it was then at a low level.

These variations in the rate of growth in chemicals output have to be viewed against a background of slackening rates of growth in total manufacturing industry, the major source of demand on the chemicals industry. The decline from a growth rate of 6.6 per cent in 1969 to 5.9 per cent in 1970 is consistent with the changes between 1969 and 1970 in the rate of growth and pattern of expenditure in the economy as a whole. The larger proportion of the demand on certain sectors of the chemicals industry derives directly from final consumers; private individuals and the National Health Service for example. Typical sectors are pharmaceutical preparations, toilet preparations and soaps and detergents. The remainder of the industry, however, is dependent for the bulk of sales on demands by other producers and exports. Table 1 compares the growth in chemicals output with the movement of other economic indicators that affect demand on the industry and goes some way to explain the reasons for the slower rate of growth in chemicals output in 1970.

In Table 2 details are given of the respective growth rates in the different sectors of the industry. The output of some sectors diverged considerably from previous trends. In particular, although the output of inorganic chemicals rose faster in 1970 than in 1969, output in the organics sector rose by only 5 per cent compared with 12 per cent in the previous year. This was accounted for by a particularly sharp fall in the rate of growth in the output of monomers, 2 per cent in 1970 compared with 20 per cent in 1969. This difference is, however, partly a function of the size of production unit now economic in this sector. Capacities, and thus to on extent output, tend to climb in considerable, but not necessarily equally spaced steps.

† A full list of Business Monitor titles was last published in *Trade and Industry* on March 31, 1971, on page 679.

Table 1. Comparison of the growth rates in chemicals output and some factors affecting demand (†)

	Per cent per annum			
	1963-68	1968-69	1969-70	1963-70
Output of chemicals (Order V)	7·0	6·6	5·9	6·8
Gross domestic product at factor cost (‡)	3·0	1·6	1·5	2·6
Total final expenditure	3·4	1·7	2·6	3·1
Of which consumers' expenditure	2·4	0·4	2·9	2·2
Exports of goods and services	4·9	9·1	3·9	5·3
Manufacturing output	4·0	3·5	1·2	3·5
Output of agriculture and horticulture(§)	2	—	4	2
Imports of goods and services	5·1	2·1	5·9	4·8

(†) At 1963 prices
(‡) Expenditure based
(§) Including forestry and fishing, though these account for only 6 per cent of the total

Imports and exports (Tables 3 and 4)

Any commentary on activity in the first quarter of this year has to be prefaced by reference to the distorting effect of the postal strike on the returning of documents relating to imports and exports. Although the strike ended in March, there was probably still some backlog in documentation to be made good at the end of the quarter, and this is likely to have affected exports more than imports. Even so the impression is that imports are continuing to rise faster than exports.

The value of imports was, in the first quarter of 1971, 3½ per cent higher than in the previous quarter and 13½ per cent above the level of a year earlier. In the same period the value of exports – which, as mentioned above, may have suffered more than imports from under-recording – was nearly 8½ per cent below the previous quarter, though about 7½ per cent higher than in the first quarter of 1970. However, much of the gain in export sales appears to have resulted from an improvement in the terms of trade.

Turning to the sectors comprising total trade in chemicals, imports of general chemicals are shown to have fallen by 2 per cent in the first quarter compared with the fourth quarter of 1970. More substantial increases recorded compared with the first quarter of 1970 were of about £2½ million each for dyestuffs and pigments (+35 per cent), fertilizers (+37 per cent), and the products of other chemical industries (+38 per cent).

(*Text continued on page* 436)

Table 2. Output

Index numbers 1963 = 100

	1968 MLH	Weights	1964	1965	1966	1967	1968	1969	1970	1969 (Seasonally adjusted) 3rd qtr.	1969 (Seasonally adjusted) 4th qtr.	1970 (Seasonally adjusted) 1st qtr.	1970 (Seasonally adjusted) 2nd qtr.	1970 (Seasonally adjusted) 3rd qtr.	1970 (Seasonally adjusted) 4th qtr.	% Growth rates 1963/70	% Growth rates 1969/70
Inorganic chemicals	271/1	11·2	111	118	119	124	130	133	138	134	130	134	137	139	142	4·7	4·0
Organic chemicals	271/2	13·7	112	118	122	127	143	160	168	162	170	160	170	173	167	7·7	5·0
Coal tar products		1·9	100	94	90	84	76	67	61	64	62	61	64	61	57	–4·2	9·5
Monomers		4·5	124	135	147	157	188	225	230	230	237	222	234	236	230	12·7	2·1
Other organic chemicals		7·3	109	113	115	119	132	143	157	146	156	148	158	164	158	6·6	9·4
Other chemicals	271/3	11·2	111	112	117	124	136	140	143	136	145	134	145	144	149	5·2	2·2
Pharmaceutical chemicals and preparations	272	13·0	111	126	145	156	167	189	208	200	202	193	205	213	222	11·0	9·9
Toilet preparations	273	3·9	108	110	117	122	121	119	122	116	120	121	122	120	127	2·9	2·8
Paint	274	7·3	107	107	108	112	118	120	127	122	118	123	125	131	131	3·5	5·7
Soap and detergents	275	4·0	102	101	103	104	108	114	113	112	117	109	117	114	112	1·8	–0·9
Synthetic resins and plastics materials	276/1	10·7	114	123	135	147	169	185	198	190	189	184	201	205	205	10·3	7·5
Synthetic rubber	276/2	1·0	122	137	152	160	186	214	240	229	228	225	241	254	243	13·3	12·0
Dyestuffs and pigments	277	6·0	116	137	137	137	152	161	176	163	160	178	183	179	167	8·5	9·7
Fertilizers	278	4·0	101	100	98	106	107	100	109	108	89	96	105	117	120	1·2	9·3
Other chemical industries	279	14·0	105	113	118	129	129	132	138	135	139	128	135	140	152	4·7	4·5
Of which: Formulated pesticides etc.	279·4	1·6	114	121	139	146	166	186	194	184	207	189	184	181	236	9·9	4·1
Photographic chemical materials	279·7	2·6	111	120	129	138	150	163	182	172	172	162	180	192	194	8·9	11·1
Total	Order V	100·0	110	117	123	130	140	149	158	152	153	151	158	161	162	6·8	6·1
Total all manufacturing industry			109	112	114	114	121	126	127	126	127	127	126	127	128	3·5	1·2

Table 3. Imports of the chemical industry: current prices

£ million

	Inorganic Chemicals	Organic Chemicals	Other Chemicals	Pharm chems and preps.	Toilet Preparations	Paint	Soap and Detergents	Synthetic Resins	Synthetic Rubber	Dystuffs and Pigments	Fertilizers	Products of other Chemical Industries	Total
	271/1	271/2	271/3	272	273	274	275	276/1	276/2	277	278	279	
1963	18·5	54·7	32·1	8·4	2·0	1·9	4·0	42·6	10·8	11·2	20·1	12·0	218·4
1964	26·0	71·0	38·0	8·9	2·7	2·2	3·3	53·5	11·7	14·9	18·8	14·2	265·1
1965	29·4	86·0	43·4	13·4	2·8	2·4	3·6	53·6	10·0	15·3	19·6	15·6	295·1
1966	33·1	85·4	43·2	16·4	3·2	2·7	5·0	58·4	11·1	15·7	17·9	17·1	309·2
1967	38·0	95·4	44·2	17·5	3·3	3·4	5·7	64·2	13·0	17·9	26·3	19·0	347·9
1968	46·8	118·1	59·1	21·8	4·4	4·5	7·5	81·3	14·6	24·8	29·2	22·8	434·9
1969	56·9	136·4	66·6	29·1	4·6	4·8	6·7	91·4	16·8	25·0	24·2	24·1	486·6
1970	70·5	160·7	71·7	38·4	5·1	5·5	5·8	109·0	18·8	26·7	23·1	30·6	565·9
1968 1st quarter	12·4	27·6	15·4	5·1	1·2	1·1	1·9	20·1	3·5	5·9	9·3	6·5	110·0
2nd quarter	11·5	28·2	14·8	5·1	1·1	1·2	1·7	20·3	3·7	6·2	6·4	5·3	105·5
3rd quarter	11·1	31·1	14·2	6·5	1·2	1·2	2·2	20·8	3·3	6·6	7·3	5·7	111·2
4th quarter	11·8	31·3	14·8	5·2	0·8	1·0	1·6	20·2	4·0	6·0	6·2	5·1	108·0
1969 1st quarter	13·0	30·7	17·7	6·3	0·8	1·0	1·6	20·3	3·9	6·5	8·0	6·0	115·8
2nd quarter	15·2	34·6	16·8	7·1	1·2	1·3	1·7	24·9	4·6	6·8	5·7	6·3	126·2
3rd quarter	14·3	35·0	15·4	7·7	1·4	1·3	1·7	23·4	4·1	5·7	6·1	6·3	122·4
4th quarter	14·4	36·0	16·7	8·0	1·1	1·3	1·6	22·8	4·2	6·0	4·4	5·6	122·1
1970 1st quarter	17·3	37·6	16·9	9·6	0·9	1·3	1·3	25·1	4·5	5·7	7·3	8·1	135·5
2nd quarter	17·3	40·5	19·4	8·8	1·4	1·5	1·6	28·1	5·2	6·7	4·4	7·7	142·8
3rd quarter	16·7	40·4	17·0	9·1	1·6	1·6	1·4	27·3	4·0	7·5	4·9	7·7	139·2
4th quarter	19·2	42·2	18·5	10·9	1·2	1·1	1·5	28·4	5·0	6·8	6·5	7·2	148·4
1971 1st quarter	18·0	40·2	20·2	10·2	1·3	1·3	1·9	28·3	4·6	9·2	8·9	9·9	153·8

Table 4. Exports of the chemical industry: current prices

£ million

	Inorganic Chemicals	Organic Chemicals	Other Chemicals	Pharm. Chems. and preps.	Toilet Preparations	Paint	Soap and Detergents	Synthetic Resins	Synthetic Rubber	Dyestuffs and Pigments	Fertilizers	Products of Other Chemical Industries	Of which Pesticides	Photographic Chemicals	Total
	271/1	271/2	271/3	272	273	274	275	276/1	276/2	277	278	279	279/4	279/7	
1963	34·7	58·3	57·0	50·9	10·7	14·0	15·2	61·0	7·2	30·3	4·9	47·2	10·5	13·4	391·4
1964	38·6	65·2	63.7	56·4	11·3	14·3	15·3	71·2	7·8	35·6	5·9	51·8	12·1	14·7	437·1
1965	42·6	64·6	70·9	63·6	12·0	14·0	15·3	79·8	9·2	35·6	8·1	54·3	11·9	16·4	470·0
1966	41·9	69·7	74·3	70·4	13·0	14·1	14·9	86·0	10·7	36·8	7·8	60·3	15·0	17·2	499·7
1967	41·4	75·4	77·5	75·2	14·0	13·4	16·2	91·5	10·0	37·5	8·4	63·6	17·0	19·1	524·0
1968	50·1	99·3	93·9	92·6	17·3	16·3	18·6	107·0	14·1	45·1	7·5	82·9	21·0	27·3	644·7
1969	51·3	109·8	109·5	112·9	20·4	17·6	22·5	124·1	17·5	50·1	5·4	99·0	26·2	33·5	740·1
1970	61·5	135·7	127·0	134·1	22·4	19·5	23·5	139·1	19·8	53·6	4·8	105·0	26·5	39·8	846·2
1968 1st quarter	11·8	23·3	22·4	22·7	4·1	3·9	4·4	24·4	3·6	10·9	2·2	20·5	5·9	6·2	154·2
2nd quarter	13·2	24·9	24·6	24·2	4·2	4·0	4·7	28·2	3·0	10·7	1·4	21·6	5·7	7·1	164·7
3rd quarter	13·0	24·8	23·9	21·5	4·3	4·3	4·9	26·3	3·3	11·9	1·5	20·4	4·9	6·7	160·1
4th quarter	12·1	26·3	23·1	24·2	4·7	4·2	4·7	28·0	4·3	11·6	2·4	20·4	4·5	7·3	165·9
1969 1st quarter	11·5	24·3	23·8	25·3	4·3	4·0	4·9	27·7	4·2	11·1	1·9	22·4	6·4	6·6	165·4
2nd quarter	13·8	26·8	28·5	28·6	5·0	4·4	5·1	32·3	4·3	12·7	1·0	26·3	7·3	9·0	188·8
3rd quarter	13·2	28·7	29·0	29·0	5·1	4·4	6·2	30·2	4·0	12·4	0·8	24·8	6·1	8·9	187·8
4th quarter	12·8	30·0	28·3	29·9	5·9	4·9	6·3	33·8	5·0	13·9	1·6	25·5	6·4	9·0	197·9
1970 1st quarter	13·7	31·8	29·1	31·0	5·0	4·3	5·6	33·2	4·4	12·5	1·7	25·0	8·0	8·1	197·2
2nd quarter	18·3	33·0	31·6	32·7	6·0	5·1	6·0	37·8	5·9	14·3	1·4	29·4	8·3	11·1	221·4
3rd quarter	13·8	32·6	30·5	31·3	5·3	4·4	5·6	31·2	4·6	12·7	0·6	24·0	5·1	10·3	196·7
4th quarter	15·9	38·3	35·8	39·0	6·2	5·6	6·3	37·0	4·9	14·1	1·1	26·5	5·0	10·3	230·8
1971 1st quarter	14·8	35·3	30·5	34·3	5·1	4·9	5·6	34·2	5·3	13·2	1·4	26·8	8·1	9·5	211·6

Table 5. Home market prices

1963 = 100

	1968 MLH	1964	1965	1966	1967	1968	1969	1970	1969				1970				1971
									1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.
Inorganic chemicals	271/1	101·2	101·9	105·5	105·9	110.0	113·2	118·7	110·9	112·6	114·5	114·7	116·4	119·3	119·5	119·8	125·5
Organic chemicals	271/2	96·6	96·6	96·2	96·2	98·1	97·8	99·1	98·5	98·3	97·8	97·6	97·3	97·9	100·5	100·7	103·7
Other chemicals	271/3	98·6	99·8	99·6	100·9	102·0	103·8	107·3	102·9	103·2	104·2	104·7	103·9	105·3	110·0	109·9	113·5
Pharmaceutical chemicals	272	98·7	96·5	92·9	92·2	93·8	94·7	104·7	93·7	94·1	94·2	96·7	98·5	104·7	107·3	108·2	110·6
Pharmaceutical preparations	272	99·2	98·1	95·8	94·8	95·5	94·8	96·7	94·8	94·6	94·6	95·0	95·5	96·4	97·4	97·7	98·3
Toilet preparations	273	103·5	109·3	113·3	114·5	121·2	123·4	131·1	122·2	123·0	123·0	124·2	126·5	129·5	132·7	135·8	136·8
Paint	274	100·4	101·4	101·6	101·7	103·9	104·8	111·1	104·8	104·8	104·7	104·8	105·5	110·6	111·4	117·0	117·8
Soap	275	104·0	114·7	115·4	113·7	116·1	121·3	131·6	117·3	120·1	123·5	123·4	126·9	130·7	133·5	135·2	139·0
Synthetic detergents	275	100·9	103·4	103·4	100·9	102·2	105·6	110·9	103·2	103·9	107·0	108·5	108·9	109·2	112·5	113·0	113·4
Synthetic resins and plastics materials	276/1	98·0	96·1	95·3	93·4	95·6	96·5	99·6	95·9	96·4	96·5	97·2	97·6	99·2	100·4	101·0	102·4
Dyestuffs and pigments	277	101·4	109·9	112·2	112·5	114·0	118·8	127·8	115·7	119·2	119·8	120·5	121·7	124·7	132·5	132·3	132·8
Formulated pesticides	279/4	98·0	99·3	102·5	102·8	106·3	105·3	107·2	105·5	105·0	105·0	105·8	106·1	105·5	108·4	108·8	108·8
Photographic chemical materials	279/7	101·6	102·5	102·6	104·5	117·6	118·3	122·0	118·1	118·4	118·4	118·4	119·2	119·8	124·0	124·8	125·7
Total	Order V†	100·1	101·0	101·7	102·1	105·4	106·4	111·2	105·7	105·9	106·7	107·4	108·3	110·3	112·3	113·7	116·2

† This price index refers only to sales outside the chemicals industry, including sectors not shown above

(*Continued on next page*)

THE CHEMICAL INDUSTRY, *continued*

Home market prices (Table 5)

Home market prices in the chemical industry during 1970 rose by 4½ per cent over the previous year, compared with a rise of over 6½ per cent for all manufactured goods. Chemicals prices began to rise faster in the second half of 1969, and accelerated in the middle of 1970. The rise continued in the first quarter of this year with a provisional increase of nearly 2¼ per cent over the previous quarter: for all manufactured goods the provisional rate was 2 per cent. Between the first quarter of 1970 and 1971 prices in the chemicals industry rose by over 7¼ per cent compared with nearly 8 per cent for all manufactures. One factor affecting costs has been wage increases, average earnings in the chemicals industry as a whole having risen by 18 per cent during 1970. Raw materials and fuel costs have also risen (see Ttable 6).

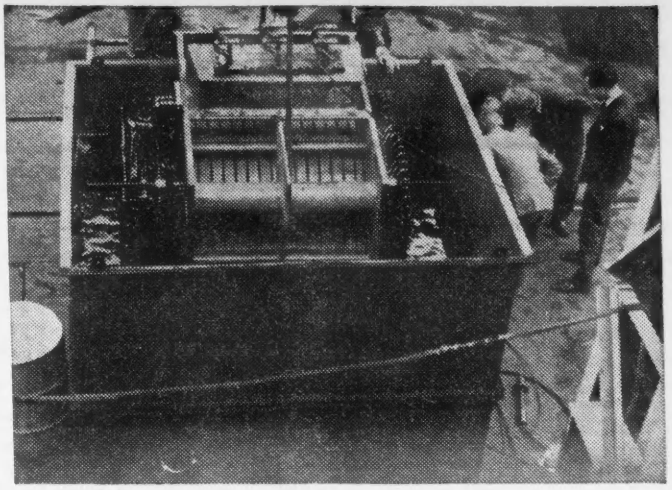
During the first quarter of this year, prices advanced in all sectors of the industry except for formulated pesticides. The biggest increases recorded were for general chemicals – inorganics, for example, rising by nearly 5 per cent. Despite the 3 per cent rise in the case of organics, prices are still less than 4 per cent above the 1963 level. Here there has been a rise in the index of 6 per cent since the second quarter of 1970, in strong contrast with the long-term trend, which had been stable up to mid-1970. Between the first quarters of 1970 and 1971, the largest price increases were in paint (11¼ per cent), soap (9½ per cent), other general chemicals (9¼ per cent) and dyestuffs and pigments (9 per cent).

Prices of materials and fuel purchased (Table 6)

Table 6 presents an index of prices of materials and fuel purchased by the chemicals industry. Its construction is based on wide categories of expenditure including oil, coal, a variety of general chemicals, electricity, packaging materials, and chemical plant.

Between 1963 and 1969, the average annual increase in prices was a little over 2½ per cent. In 1970, the price of materials and fuel purchased rose by 6 per cent.

The faster rise in prices began in the last quarter of 1969, continued into 1970, and accelerated towards the end of the year. The provisional figure for the first quarter of 1971 was more than 2½ per cent above that for the previous quarter, and more than 8½ per cent above the index a year earlier. Increased crude oil prices negotiated with the producing countries will have contributed to rises in the cost of industry's purchases of materials and fuel.



English Electric-AEI Machines Ltd., Mill Road, Rugby, have supplied over the last 18 months, ten large brushless synchronous motors to Union Carbide Corporation, United States. Six machines are for chemical plants in a number of American States. The others are destined for Puerto Rico. Picture shows a 5000 h.p. motor wound stator being immersed in water before being subjected to 2.64kV for wet test. The machines for Puerto Rico are for installation at Penuelas, as part of one of the largest chemical complexes in the world.

Capital expenditure (Table 8)

The volume of fixed investment is estimated to have risen by nearly 26 per cent in 1970, reaching a peak level of £277 million at 1963 prices. This compares with a rise of 21 per cent in 1969 after adjusting for the bunching of expenditure that occurred in the final quarter of 1968 as the result of changes in investment grant arrangements.

At current prices, investment during 1970 was 40 per cent above the level of the previous year. The price of new assets rose by over 11 per cent in 1970 compared with an average annual rate of increase of about 3½ per cent between 1963 and 1969.

Table 6. Prices of materials and fuel purchased by the chemicals and allied industries (Order V)

1963 = 100

	1964	1965	1966	1967	1968	1969	1970	1969				1970				1971
								1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.
Order V	103·8	107·6	108·4	110·0	114·4	116·7	123·7	115·2	116·2	116·8	118·7	120·7	122·4	123·7	127·8	131·1

Table 7 Employment (Great Britain)†

Thousands

	1968 MLH	1969			1970			1970
		June	Sept.	Dec.	March	June	Sept.	Dec.
General chemicals	271	143·3	144·8	144·6	144·5	144·5	141·7	140·3
Pharmaceutical chemicals and preparations	272	69·4	70·8	71·8	71·9	71·6	72·9	74·0
Toilet preparations	273	25·4	27·3	28·2	26·1	25·3	26·2	26·1
Paint	274	35·1	35·3	34·9	33·8	33·6	33·9	33·2
Soap and detergents	275	24·5	24·8	24·7	24·8	24·8	24·4	24·0
Synthetic resins and plastics materials and synthetic rubber	276	57·2	57·7	58·8	58·7	58·8	59·2	58·6
Dyestuffs and pigments	277	25·0	25·2	25·7	26·0	26·1	26·5	26·5
Fertilizers	278	13·2	13·1	13·3	13·7	13·3	13·4	13·6
Other chemical industries	279	77·3	77·9	77·5	76·4	75·9	75·6	74·2
Total		470·4	476·9	479·5	475·9	473·9	473·8	470·5

† Employment in the chemicals industry in Northern Ireland is about 3,500; of which 1,000 is in General Chemicals; 1,700 in Synthetic Resins and Plastics Materials and 600 in Fertilizers.

Table 8. Capital expenditure

£ million

	Current prices	1963 prices
1963	134	134
1964	168	165
1965	224	209
1966	259	229
1967	217	191
1968	223	189
1969	270	221
1970	377	277
	Actual	Seasonally adjusted
1968 2nd quarter	53	46
3rd quarter	50	45
4th quarter	73	55
1969 1st quarter	55	49
2nd quarter	65	56
3rd quarter	68	60
4th quarter	82	57
1970 1st quarter	81	66
2nd quarter	89	69r
3rd quarter	92 r	72
4th quarter	115	71

r = Revised

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Exhibitions and Fairs

'The Challenge of Europe'

—SIR JOHN EDEN

Britain sells more overall to EEC countries today than to the whole of the Commonwealth area. This was stated by Sir John Eden, Minister for Industry, when he opened Leather Expo '71 at Earls Court on May 18.

THIS emphasizes the growing influence and importance of Europe on our pattern of trade,' he added.

Sir John earlier mentioned that he was 'especially pleased' to see that in 1970 leather sales to the Common Market countries reached a record £6.7 million.

'The Common Market represents a great challenge to the inventiveness and resourcefulness of all our industries which I am confident the leather industry, for one, will meet.'

Sir John continued, 'I am sure that it is hardly necessary for me to tell you how much the economic prosperity of this country will depend on how firms react to this challenge in the next decade.'

Referring to the export of leather goods, he said this was one field in which the industry excelled. 'These were £31 million last year – over a third of the total output.

'Excellent presentations'

'In this connection I would like to commend both the Leather Institute and the British Leather Federation, together with the firms concerned, who have been active in taking advantage of my Department's schemes for assisting groups of British firms to exhibit at trade fairs abroad – you have put on some excellent presentations in North America as well as in Europe.'

Having had an opportunity of seeing some of the latest leather products on display before opening Leather Expo, Sir John spoke of 'the extraordinary demand' for clothing leathers which perhaps was 'the most exciting development in recent times.

'It is greatly to the industry's credit that one of our oldest manufacturers has caught – and held – the fancy of today's "way out" younger generation.'

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in* Trade and Industry

'Designers at Work' exhibition at The Design Centre

'DESIGNERS AT WORK' is the title of the first exhibition at The Design Centre to show the services offered to industry and commerce by a varied selection of Britain's design consultants. Fifteen well-known industrial design practices – ranging from some of the biggest design groups in Europe to a designer who works entirely by himself – and nine recently-established practices were chosen for the exhibition (May 18-June 12) by the Council of Industrial Design and its designer selection service.

Each design office has been responsible for its own presentation in the exhibition and this in itself reveals an interesting variety of approaches to this particular design problem. Some have chosen to explain in detail how they tackled an individual commission; others have set out to illustrate the range of their work with a selection of examples; and one is running a competition in the exhibition and offering a weekend for two in Paris as the prize.

The skills available from the groups taking part in the exhibition cover most of the design requirements which any industrial or commercial organization might want from a design consultancy.

The work shown in the exhibition itself is equally varied: it includes the interiors of an airport terminal, a luxury cabin cruiser, and a gas board computer centre; packaging is shown for contraceptives, for paint, for cement and for stationery; the products include hi-fi equipment, hand tools, a parcels transit container, plastics taps, domestic appliances, light fittings, an inhalation device; corporate identities for a building group, an animal feedstuffs company, a bank, an airline, and an ice-cream firm are displayed; sign-postings systems for trunk roads, for BOAC, and for Whipsnade Zoo are shown; and other examples in the exhibition range from work for instrument manufacturers and petrol companies to government departments and small shops.

Direct link

Visitors to the exhibition wanting immediate advice about employing a designer can use a special direct telephone link to talk to the manager of the CoID's designer selection service; and representatives of the CoID's team of industrial liaison officers – each specializing in a particular area of industry – are available to give advice about how companies can obtain the most benefit from the employment of a designer.

In addition, a telephone service is available to visitors wanting to make appointments direct with the design offices represented in the exhibition.

If this first 'Designers at Work' exhibition proves successful, the Council of Industrial Design hopes to run a series of occasional similar exhibitions to show the work of other design groups.

Business increase likely in premium field this year

FROM THE BRITISH TRADE DEVELOPMENT OFFICE, NEW YORK

THE THIRTY-THIRD annual New York Premium Show was held in the New York Coliseum from May 3-6. It was gratifying to find that British manufacturers had not been discouraged by last year's poor business which was a result of the recession and that 14 firms participated in this show, the leading one of its kind in America. The displays and the professionalism of those manning the booths received favourable comment from the trade.

As in the past, there was considerable variety in the range of merchandise on display at the Coliseum. This extended over the full field of American consumer items and certain consumer durables.

It included watches, boats, clothing, stainless steel hollow and flatware, jewellery, batteries and torches, dune buggies, fire extinguishers, foodstuff, reclining and massaging chairs, publications, match books, cameras, films, television and radio sets, and gift items.

With a few exceptions, items in the medium-price range, such as chinaware, silverware, cutlery, stainless steel hollowware and flatware, gadgets for use in automobiles and home, pewterware, linen towels and tea cloths, predominated on the British stand. These articles are the more extensively used in premium promotions and command a better market than do some of the considerably more expensive offerings, such as dune buggies, of the domestic industry.

The British exhibits were displayed, as was the case last year, in a strategic location between the low-priced articles on the fourth floor and the top-priced ranged on the ground floor.

The lay-out and the decor of the stand gave an aspect of spaciousness and light which compared very favourably with other areas of the show. This attractive impression was further enhanced by the radiant presence of three reigning beauty queens, Yvonne Ormes (Miss United Kingdom), Jackie Molloy (Miss Great Britain), and Sandra Cater (Miss Wales).

Last year's gloom was noticeably absent, with many in the industry predicting an increase in business of 27 per cent over 1970. Certainly there was more confidence apparent and a reportedly increased attendance at the show.

Merchandise offers

Banks, which were among the major users of premiums until 1970, have curtailed this form of advertising, although the oil companies have continued their activity in this field without abatement. There are, fortunately, indications that some of the slack is being taken up by major credit card companies such as Carte Blanche and Diners Club, whose promotions take the form of merchandise offers included with their

(Continued on next page)

NEW YORK PREMIUM SHOW,
continued

monthly bills. Leading radio manufacturers, for instance, report excellent sales as a result of this form of promotion.

The importance of premiums to manufacturers is illustrated by an interesting trend in the cooking ware field, where firms are tending to preview their new lines at the Premium Show before exhibiting them at the National Housewares Show, the next of which will take place in Chicago in June.

British chinaware is still one of the main items of supply to the premium trade, but it is encouraging to note that apparently, the prices quoted by certain British gadget manufacturers are increasingly competitive and it is to be hoped that this will inspire other manufacturers of small novelty and gadget items in the United Kingdom to consider participation in the 1972 event.

● The British participation took the form of a joint venture by the British Premium Manufacturers Association in conjunction with the Department of Trade and Industry.

Mr. Robert Lax, Surrey Candy Kitchen, New York, Miss Britain (Miss Jackie Molloy), Mr. Alvin Hasenberg, Ward Candy Co., New York, and Mr. J. Devor Larmor, Ulster Weaving, discuss some samples during the New York Premium Show.

British packaging industry makes its presence felt in Chicago

FROM THE BRITISH CONSULATE-GENERAL, CHICAGO

THE 40TH NATIONAL Packaging Exposition held in the new McCormick Place, Chicago, May 3-6 proved, like several of its predecessors, to be a profitable show place for British packaging equipment and materials. The 11 British companies participating in the event were jointly sponsored by the Department of Trade and Industry and the British Institute of Packaging. The Institute was also represented.

With direct sales of approximately £53,000 and forecast future sales estimated at £625,000, the general feeling of British exhibitors regarding their participation was one of satisfaction. Together, they received approximately 1,000 serious inquiries and demonstrated once again that there is room in the United States market for British goods of the right kind.

This year's exposition covered 200,000 square feet and attracted 30,000 visitors, down 5,000 from last year's event held in New York. This fact, in itself, is somewhat misleading as the number of serious trade buyers from across the nation and overseas was thought to be as high as in past years.

The British display, situated in the main hall, covered an area of 2,400 square feet of exhibit space including an information stand manned by the Institute of Packaging.

On Show . . .

New British materials on display ranged from plastic-handled carrier bags of exceptional strength, plastic faucets, spigots and spouts, flexible packaging and disposable airline catering equipment to a new ultra thin, high density wrapping film.

Mechanical and electronic equipment included photo electric sensors, metal detectors, cleaning and colour sorting equipment, weigh counters for the hardware industry, tube and core cutters and automatic cap tightening machines for the cosmetic and pharmaceutical industries.

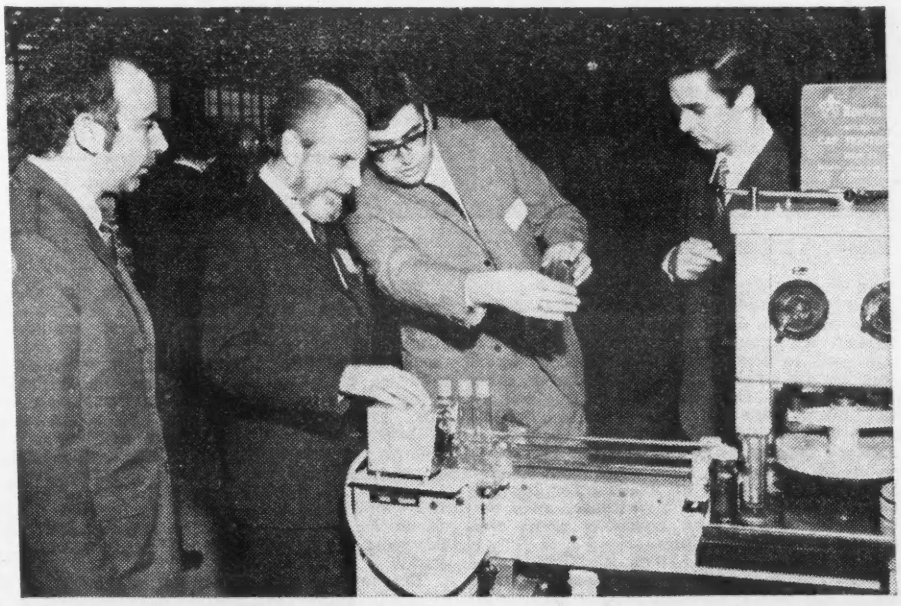
During the course of the show two British companies announced that satisfactory agency arrangements had been finalized and others improved their existing arrangements with American representatives.

Local press and television presented favourable reports on the British exhibit and the Institute of Packaging. The information stand manned by Institute personnel was kept busy with inquiries from American visitors wishing to keep up to date on technical publications from the United Kingdom.

There is little doubt that this show was a succes and trade buyers visiting the British stands wer most impressed with the quality of the products on display, and also the ability of the company representatives to put their story across.

The British representatives were the only overseas contingent of any size at this year's show and they made their presence felt by demonstrating once again their ability to keep pace with the latest advances in packaging materials and machinery.

The next National Packaging Exposition will be held in the New York Coliseum, April 17-20, 1972.



Left to right: Mr. B. Goodman of the Packaging Institute and Mr. A. K. Rothnie, HM Consul General, Chicago, listen to Mr. Brian Newman explaining the working of the Newman cap tightening machine during the Chicago Packaging Exposition.

NOR-SHIPPING joint venture the biggest collective exhibit

FROM THE BRITISH EMBASSY, OSLO

THIS YEAR'S International Shipping Exhibition in Oslo, 'NOR-SHIPPING '71' May 10-15, featured a major British joint venture by the British Marine Equipment Council and the Shipbuilders' and Repairers' National Association. The British stands, which formed the biggest collective exhibit in the show, were visited by Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry.

On May 12 HE the British Ambassador, Mr. T. F. Brenchley, and Mr. Ridley, accompanied by the Embassy's Commercial and Economic Counsellor, Mr. G. A. Crossley, as well as Mr. David Stables, vice-chairman and Mr. Donald Maxwell, director of BMEC, Mr. Norman Sloan, director of SRNA, and Mr. Michael Scott, chairman of Scott Lithgow, visited the British stands and talked with many of the exhibitors and members of the two sponsoring organizations. Exhibitors' representatives outlined the technical features and commercial advantages of their equipment and services, and demonstrated various items of equipment to the visitors.

Important exhibition

NOR-SHIPPING is one of the most important international exhibitions for the shipbuilding and marine equipment industries, and was visited this year by over 15,000 persons from 34 nations.

The British joint venture exhibit incorporated the stands of some 31 companies displaying an extremely wide range of ships' equipment including main propulsion units, turbo blowers, engine room auxiliaries, deck equipment, communication and navigation equipment, automation and control tank cleaning and gas filling systems, cathodic protection, safety equipment, valves and filters.

Seven companies representing 13 different shipyards completed the exhibit. In addition, several British firms exhibited independently,

NOR-SHIPPING, *continued*

as did Norwegian subsidiaries of other British parent organizations.

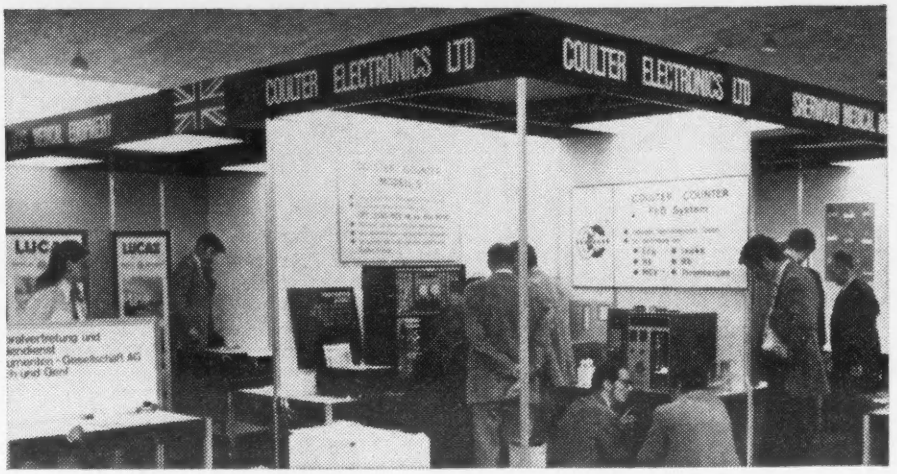
The Ministry of Defence Hydrographic Department also participated, promoting the sale of Admiralty charts and publications, and HM survey ship 'Hecate' visited Oslo on May 10 and 11.

Keen interest

Most British exhibitors expressed themselves delighted by the keen interest shown by visitors and the detailed technical inquiries that they had received.

The exhibition was open to the public on only one day and the attendance on the other days was limited to trade visitors. Our exhibitors in general considered they had got the right visitors. Almost all of them confirmed that they were already considering provisional plans for participation in the next NOR-SHIPPING in Oslo.

There may be some problems in this, however, as the Norwegian exhibition authorities are at present contemplating holding the next exhibition in 1973 rather than 1974 as had been envisaged.



This Coulter Electronics Ltd. display at the Zurich Hospital and Medical Equipment Exhibition formed part of the British joint venture.

Attendance figures improve at latest Swiss exhibition

FROM THE BRITISH CONSULATE-GENERAL, ZURICH

AFTER EIGHT successive IFAS exhibitions at the Kongresshaus in Zurich, this, the ninth International Trade Exhibition of Hospital and Medical Equipment was held from May 5-9 at the Zuespa Exhibition Centre in Oerlikon, because more space was needed for exhibits.

Fears that attendance figures might drop as a result of such a move proved to be unfounded. In fact, the organizers were able to confirm that the number of visitors rose from approximately 8,000 in 1969 to almost 15,000 in 1971. There was also a noticeable improvement in the design and lay-out of the stands.

Over 250 exhibitors from Switzerland and abroad displayed an impressive range of appliances, apparatus, and disposables of interest to physicians, hospitals, clinics, nursing homes, architects, and local government authorities.

Whilst this not an exhibition at which one could expect to meet leading cardiologists and other specialists, who would invariably inspect new equipment at special conferences and symposia, it would be wrong to think that IFAS is completely unsuitable for sophisticated electromedical and electronic equipment.

Some of the leading firms in this field, such as Siemens and Roche, to mention only two, firmly believe that many future sales can be attributed to the fact that the administrative director of a hospital, or the architect working on a new hospital project had first seen the equipment at an exhibition such as IFAS.

The British group stand was sponsored by the London Chamber of Commerce in conjunction with the Department of Trade and Industry. Ten firms displayed a range of anaesthetic equipment, respirators, monitoring equipment, disposables, haemodialysis apparatus, cardiac pacemakers and surgical instruments.

National venture

The British stand – the only national venture – was attractively designed by the Central Office of Information and covered a total area of 200 square metres. On the opening day, Mr. Patrick Stobart, Director of British Export Promotion in Switzerland, made a special tour of the British group stand, which was also visited by Mr. Rex Bate of BNEC and staff from the directorate of British Export Promotion in Switzerland.

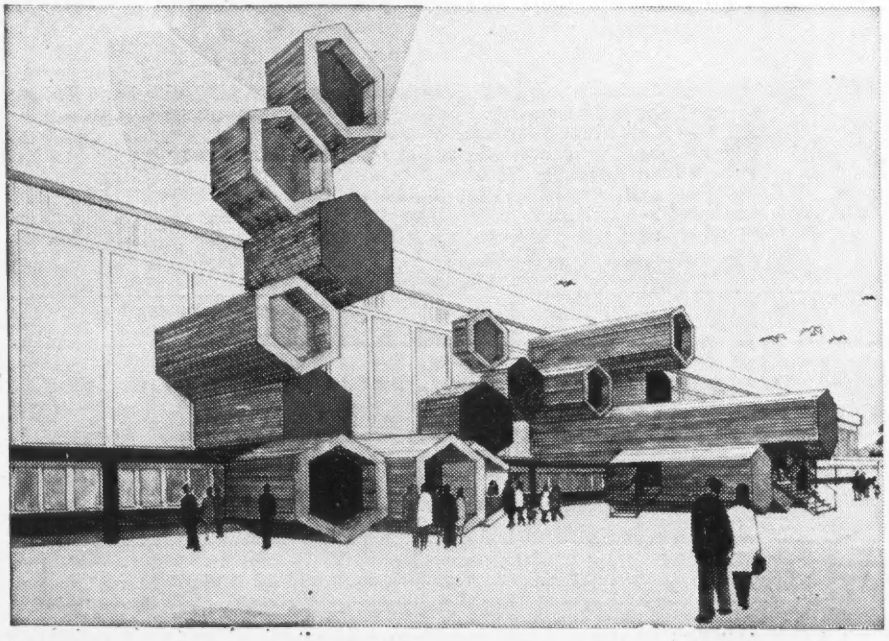
Swiss exhibitors in general seemed satisfied with the results of the exhibition and the majority will be back at the next IFAS.

Contacts renewed

British participants met with a varying degree of success but on the whole felt that the exhibition gave them the opportunity to renew contacts with existing customers and in many cases they were able to widen the number and range of contacts considerably.

Most of the British exhibitors will be back in 1972, if not on a group stand then on the stands of their Swiss agents.

IFAS will undoubtedly remain an important venue for exhibitors and the medical profession, particularly in the field of non-specialized capital equipment.



An artist's impression of the imposing facade of the Ulster '71 exhibition building at Botanic Gardens, Belfast. It is dominated by massive sculptural forms, hexagonal in shape and inspired by the famous Giant's Causeway. One of these structures reaches out 40ft. to form the entrance; a similar one forms the exit. In the 20,000 sq. ft. inside, several techniques never before used at exhibitions tell the Ulster story. The exhibition began on May 14 and continues until September 11. Admission is free.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Division, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7146).

Overseas Trade and Exports

UNITED KINGDOM AID TO DEVELOPING COUNTRIES – THE GAMBIA: Following financial talks between the British Government and The Gambian Government held at the Overseas Development Administration, the British Government has agreed to provide an initial amount of up to £2 million as finance for The Gambia's next development period, 1971/74. The British Government will provide its assistance by means of an interest-free loan with a 25 years maturity, and indicated that it would be prepared to increase the overall size of the loan as suitable projects are agreed. The British Government agreed to continue its technical assistance programme to The Gambia and indicated its readiness to meet certain requests submitted by The Gambian Government.

The projects to be financed include the development of agricultural services and institutions and the conducting of a land resources survey which is considered necessary for rational planning and development of the agricultural sector. There is also expenditure on educational projects which include construction of junior secondary schools and the gradual development of Yundum College which is to provide courses in agriculture together with the customary teacher training. Livestock development and improvement of the telecommunication system also feature in the development programme. Reference CRE 22138.

CRE Ext. 3064

UNITED KINGDOM AID TO DEVELOPING COUNTRIES – THAILAND: Britain has offered capital aid of up to £2.5 million to Thailand to be spent on United Kingdom goods and services. Under the terms of the offer the aid will be used to finance agreed projects under the forthcoming Thai Third Five-year Development Plan. It will be in loan form with a 25-year maturity period a grace period of seven years for repayment of principal, and 2 per cent interest. Reference CRE 14223/G.

CRE Ext. 2252

UNITED KINGDOM AID TO DEVELOPING COUNTRIES – FIJI: The Overseas Development Administration is making a grant of £82,000, in the form of development aid, for the construction of additional classrooms and a large lecture theatre at the University of the South Pacific. These new buildings will form part of the basic University building at Laucala Bay, Suva, Fiji, and will be designed by Frank Rutter and Associates, the architects of the University. The University of the South Pacific which was established to meet the needs of higher education for the communities of the South Pacific received a grant of nearly £290,000 last October, made available by Britain, for the construction of a School of Education and the initial stage of a new library. Reference No. CRE 18058/2.

CRE Ext. 2321

CYPRUS AND EAST GERMANY: The Protocol on the exchange of goods between Cyprus and East Germany for the year 1970 (see *Board of Trade Journal* notice of March 11, 1970) has been prolonged until December 31, 1971, by an exchange of Notes.

EDB Ext. 471/2/3

TRADE AND FINANCIAL ARRANGEMENTS

Where further information is available to inquirers, it may be obtained from either Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London, SW1H 0ET (Tel. 01-222 7877), or Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) together with the appropriate telephone extension number.

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Fiji and Trinidad and Tobago have been published in the 'Hints to business men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room C07, Export House, 35 Old Bailey, London, EC4 7HU (Tel. 01-248 5757, Ext. 7146, or to any Regional Office of the Department of Trade and Industry.

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Tariff and trade notices and commercial information from overseas

The Department of Trade and Industry can usually provide exporters with further information on the notices published in this section. The branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London, SW1H 0ET (Tel. 01-222 7877); Export Services Division (ESD) and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) together with the appropriate telephone extension number.

European Communities

COMMON AGRICULTURAL POLICY: The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts of the Regulations may be seen on application.

General

The *Board of Trade Journal* dated August 5, 1970, contained an announcement about **Regulation (CEE) No. 1373/70** concerning common measures for the application of the system of import, export, and prefixation certificates for agricultural products subject to a single price rule. The *Journal Officiel des Communautés Européennes* No. C43, dated May 5, 1971, contains modifications of the published lists in the application of Article 14 of **Regulation (CEE) No. 1373/70** dated July 10, 1970.

Regulation (CEE) No. 964/71 relates to determining the origin of the fresh, chilled or frozen meats of certain domestic animals (Common Customs Tariff Nos. 01.01 to 01.04) (*Journal Officiel* No. L.104, dated May 11, 1971).

Fruit and vegetables

Regulation (CEE) No. 921/71 modifies the common standards of quality for asparagus (*Journal Officiel* No. L.100, dated May 5, 1971).

Wines

Regulation (CEE) No. 965/71 concerns the private storage of certain table wines (*Journal Officiel* No. L.104, dated May 11, 1971).

Milk and milk products

Regulation (CEE) No. 994/71 modifies **Regulation (CEE) No. 2683/70** in so far as it concerns the fixing in advance of export refunds for certain cheeses (*Journal Officiel* No. L.108, dated May 14, 1971).

EDB Ext. 7174, 408

CUSTOMS LEGISLATIONS: The *Journal Officiel des Communautés Européennes* No. L.107, dated May 13, 1971, contains the text of **Regulation (CEE) No. 982/71** relating to the rate of exchange applicable for the determination of the value for customs purposes in so far as it concerns the currencies of certain member States. The French text of the Regulation may be seen on application.

EDB Ext. 7174, 408

Irish Republic

MERCHANDISE MARKS – CERTAIN CLOTHING, CARPETS AND FOOTWEAR: The Minister for Industry and Commerce in the Irish Republic has made Orders under the Merchandise Marks Act, 1931, as amended by the Merchandise Marks Act, 1970, which provide that imported knitted and Crocheted Clothing, and Carpets may not be sold or offered for sale unless marked with an indication of origin. Both Orders come into operation on November 1, 1971.

Orders have also been made under the Merchandise Marks Act, 1931, as amended by the Merchandise Marks Act, 1970, which prohibit the importation of Carpets, Knitted and Crocheted Clothing, and Men's and Boys' Outerwear unless they bear an indication of origin. The Orders restricting the importation of Men's and Boys' Outerwear came into operation on May 1, 1971, and the Orders for Carpets and Knitted and Crocheted Clothing come into operation on August 1, 1971.

An Order has been made under the Merchandise Marks Act, 1931, as amended by the Merchandise Marks Act, 1970, which prohibits the importation of footwear unless it bears an indication of origin. This Order comes into operation on August 1, 1971.

EDB Ext. 466, 467, 471

Belgium

MAXIMUM SELLING PRICES OF PHARMACEUTICALS: *Moniteur Belge* of May 4, carries a Ministerial Decree imposing reductions in maximum selling prices of pharmaceutical products in Belgium. Article 3 of the Decree states that the resale price to the public, TVA included, may not exceed the price in force at April 1, 1971, minus 6 per cent. Article 8 of the Decree states that the resale price to the public of pharmaceuticals having their original equivalent in a foreign country, irrespective of whether the product sold in Belgium is wholly produced in Belgium, processed in Belgium from imported raw materials, or imported ready for sale, may not exceed the resale price to the public in the country of the product's origin minus 6 per cent. The Decree is scheduled to take effect from June 1, 1971, but, although passed by the Belgian Government, it is reported still to be a controversial subject in the Belgian trade. No further details are available at present.

CRE Ext. 2295

Registered trade mark (r t m) goods in overseas tariff list

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category are preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the descriptions stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

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France

CUSTOMS CLASSIFICATION: In accordance with EEC Regulation No. 847/71, the French *Journal Officiel* of May 4 states that, with effect from May 2, sugar beet crowns free of leaves, in the form of dried particles, and having a sugar content (calculated on the dry matter) of more than 60 per cent by weight, should be classified under the following heading:

Tariff Heading	Description
12.04	Sugar beet, whole or sliced, fresh, dried or powdered; sugar cane;
A	Dried or in powder

EDB Ext. 423, 408, 288

Spain

CUSTOMS TARIFF MODIFICATION: In the Spanish *State Gazette* of May 4, Decree No. 913/1971 of April is published. This modifies tariff heading 38.14 as follows:

Tariff Heading	Description	Definitive duty	Transitory duty
		Per cent	Per cent
38.14	Anti-knock preparations, oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive preparations and similar prepared additives for mineral oils:		
A	Intermediate preparations for lubricating products:	35	1
B	Other	35	8

The Decree also states that Sub-Heading 38.14.A will cover these preparations for lubricating products constituted by a solution in mineral oil with only one active constituent in concentrations of between 30 per cent and 95 per cent in weight/volume, both inclusive and initial distillation point over 110°C, except those with active constituent consisting of lead naphthenate, alkyldithiocarbamates and acrylic polymers.

EDB Ext. 460, 462

CONTROL OF EXHAUST GASES FROM MOTOR VEHICLES: The Spanish *State Gazette* of May 4, published the acceptance of the Geneva Convention of 1958 on requirements for limiting the emission of obnoxious exhaust gases from motor vehicles with spark-plug ignition. Two and three-wheeled vehicles weighing less than 400 kgs and/or with a top speed of 50 k.p.h. are exempted from the Order. New models must conform with the requirements from July 1, 1972, and models already in production from July 1, 1973. Imported motor vehicles registered in Spain are required to conform from July 1, 1972. There are National requirements for certification of conformity, and all vehicles are eventually to bear a readily identifiable proof of compliance with the Order displayed in a conspicuous position on each vehicle.

EDB Ext. 460, 462

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CAPITAL GOODS – EXTENSIONS AND ADDITIONS: The Spanish *State Bulletin* of April 23 published the following details of extensions of date for the concessional rate of 5 per cent Import Duty on certain capital goods:

BN Number	Description	Until
84.17 J 2	Chamber assemblies, automatically regulated, for closed-cycle regeneration of hydrochloric acid in pickling installations (excluding the metallic and refractory casings of the calcination chamber)	March 31, 1972
84.45 B	Electro-erosion equipment with a continuous wire electrode and numerically-controlled movement of the work-piece	March 31, 1972
84.45 C 1 and 2	Special machinery designed exclusively for ovalizing packaged piston rings	March 31, 1972
	Special machinery designed exclusively for dovetailing piston rings	March 31, 1972
84.45 C 2 b	Special machines with double heads and vertical spindles, designed excusively for automatic machining of turned and open piston rings	March 31, 1972
84.45 C 5	Special machines designed exclusively for cutting piston rings already formed and packaged	March 31, 1972
84.45 C 6	Automatic machines designed exclusively for finishing piston ring openings	March 31, 1972
84.45 C 9	Automatic presses having three or more stations apart from the cutting station, for cold-stamping parts from wire or bars	March 31, 1972
	Machines for sequential punching of sheet metal, having a double turret, automatic movement of the sheet, and automatic selection of working tools arranged in 15 or more stations on the turrets	March 31, 1972
84.45 C 10	Machines for making seamed-joint tubes for radiator panels by folding a continuous strip of tin-plated brass by means of adjustable rollers and an interval chuck	March 31, 1972
84.45 C 16	Automatic machines for carrying out the following machining operations on piston rings: lathe-turning, boring, slotting and bevelling (chamfering)	March 31, 1972
	Automatic machines for internal or external bevelling of piston rings	March 31, 1972
84.59 J	Tanks for continuous pickling of steel strip, with straightening and feed-in equipment and a liquid-cirulating system (excluding vulcanized sheet casings)	March 31, 1972
90.28 C 8	Chromatographs; spectrophotometers for measuring ultra-violet, visible and infra-red rays, or atomic absorption, by direct reading or by means of light-absorption recording apparatus	July 30, 1972

The following items are added to the list of capital goods admitted at a concessional rate of 5 per cent:

BN Number	Description	Until
85.15 B 2 a	Television transmitters of a power of more than 500 W, and repeaters of more than 100W	September 30, 1971
	Cameras and their controls (Without monitors) other than black and white 'Vidicon' and lead-oxide cameras; impulse generators other than of the synchronizing type; mixers of more than 6 channels; telecine cameras other than black and white 'Vidicon' and lead-oxide types; microwave radio relays with corresponding terminals for television re-transmission; aerials other than di-pole lattice aerials	April 23, 1973
90.28 C 8	Galvanometric oscillographs	April 23, 1973

EDB Ext. 460, 462

IMPORT DUTY SUSPENSION: The Spanish *State Gazette* of May 8 announced the suspension of import customs duty until July 31 on the following goods:

Tariff Heading	Description
03.01 A	Tunny and other tunas, frozen
03.02 A	Cod
04.01	Milk and cream, not concentrated or sweetened
09.01 A	Coffee, not roasted
12.01 B-3	Soya beans
12.03	Seeds, fruit and spores of a kind used for sowing
Ex 12.03 B	Other
12.03 B-2	Sainfoin, lucerne, bent-grass; canary-grass, orchard-grass and fescue seeds
12.03 B-3	Aubergine, onion, bean, melon and water-melon seeds
12.03 B-4	Clover, vetch, cabbage, tomato, cauliflower and capsicum seeds
12.03 B-5	Sugar-beet seeds
18.01 A	Cocoa beans, whole or broken, raw
23.01 A	Flours and meals of meat and offals; greaves
23.01 B	Flours and meals of fish
29.23 D-1	Glutamic acid and its salts
Ex 38.11 B-2	Selective weedkillers, except those derived from 2-4 Dichlorophenoxyacetic acid and chlorate
78.01	Unwrought lead (including argentiferous lead), lead waste and scrap
87.01 B-1	Track-laying tractors up to 6,000 cc inclusive

EDB Ext. 460, 462

IN THIS SECTION COUNTRIES ARE GROUPED BY CONTINENTS AS FAR AS POSSIBLE. AN ALPHABETICAL LIST OF COUNTRIES MENTIONED APPEARS ON THE CONTENTS PAGE.

Portugal (Azores)

TEMPORARY EXEMPTIONS FROM IMPORT DUTY: The *Board of Trade Journal* of December 1, 1967, published details of the temporary exemption from duty of certain textile items on import into Madeira. This exemption is still in force and, by Decree Law 8/71, the Portuguese authorities have extended its conditions and provisions to the Azores.

EDB Ext. 460, 462

Jordan

IMPORT OF TEA: Following the Protocol extending the Indo-Jordan Trade Agreement for a further period of three years until December 31, 1973, which was reported in *Trade and Industry* of February 17, the Minister of National Economy has issued instructions limiting the import of tea to Indian sources only. The restrictions will apply also to Jordanian Armed Forces' and the 'Soldier's Shop' requirements. The only other items to which the limitation will apply are tubes of cast iron or steel. The instructions provide that 50 per cent of the country's requirements will have to be imported from Indian sources. Importers should submit a 15 per cent bank guarantee upon issue of import licences to ensure this operation. The import of Indian goods through sources other than the country of origin shall not be allowed.

EDB Ext. 420, 475

Republic of South Africa

CUSTOMS TARIFF APPLICATION: Customs Tariff Application List No. 526, published in the South African *Government Gazette* of May 14, contains an application to the Board of Trade and Industries for increase in duty on the following:

1. Imitation patent leather from free of duty to 260C per square metre less 50 per cent *ad valorem* with a maximum of 20 per cent *ad valorem*.

2. Sparking plugs classifiable under tariff subheading 85.08.10.90 (excluding those with platinum electrodes with fully screened or shielded insulators with integral radio suppressors with electrodes and spark gap recessed within the body and with surface discharge gaps), from 30c per dozen to 20 per cent *ad valorem* or 100C per dozen. Those British trade organizations throught to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Division.

CRE Ext. 2274

Malawi

IMPORT AND EXPORT CONTROL (AGRICULTURE): Malawi Government Notice No. 126, amends, with effect from April 17, 1971, the Malawi Control of Goods (Import and Export) (Agriculture) Regulations, 1967, by the addition to the Schedule of the following item:

34. Cassava.

Note:

The above Regulations provide for the making of Orders prohibiting, restricting or otherwise controlling the imports into, or export from Malawi of any goods specified in the Schedule or any class of such goods.

EDB Ext. 471/2/3

Dahomey

IMPORT OF SECOND-HAND CLOTHING AND RAGS: The Dahomey rate of Fiscal Tax and the Global rate of import tax on second-hand clothing and rags under Chapter 63 of the Tariff is fixed at 10 per cent if imported by the following companies to be reconditioned: Inahdah, Soidah, Siamedah and Samex. Machines, fittings and any materials necessary for setting up these undertakings should be subject to duties and customs rates laid down for investment in local production.

EDB Ext. 471/2/3

Nigeria

CUSTOMS TARIFF CHANGES: Legal Notice No. 29 of 1971, the Customs Tariff (Duties and Exemptions) (No. 3) Order 1971, published in the Federal Republic of Nigeria *Official Gazette* of April 22, the effective date being April 14, amends the Second Schedule to the Nigerian Customs Tariff by the addition of the following new subparagraph as follows:

Articles	Goods to be manufactured
(1)	(2)
4 (14) Steel sheets (heading No. 73.13) steel strips, (heading No. 73.12) steel bars and rods, (heading No. 73.10) steel wire and tubes (heading No. 73.14)	Manufacture of complete cycle and cycle parts

Made at Lagos this 14th day of April, 1971

Explanatory Note

(This note does not form part of the above Order, but is intended to explain its purpose)

The order grsnts exemption from import duty in respect of steel sheet, steel strips, steel bars and rods, steel wire and steel tubes, where the said articles are imported into Nigeria for the manufacture of cycles and cycle parts by a manufacturer approved in that behalf by the Commissioner.

EDB Ext. 471/2/3

Malagasy Republic

GLOBAL QUOTAS: In the Malagasy *Official Journal* of May 1, the Notice to Importers No. 990 gave the global quotas made available to importers for the first half of 1971.

EDB Ext. 471/2/3

Seychelles

CUSTOMS TARIFF AMENDMENT: The Department of Trade and Industry has received a copy of the Seychelles Customs Tariff (Amendment) (No. 3) Regulations, 1970. This Notice amends, with effect from October 10, 1970, Schedule B of the Customs Tariff Ordinance – Exemptions from Import Duty, by extending item 53 to include 'pre-recorded tapes'.

EDB Ext. 471/2/3

Ceylon

CURFEW: The situation in Ceylon is now understood in general to be returning to normal. An island-wide curfew, from 7.30 p.m. to 4.30 a.m. remains in force, but British businessmen can safely visit certain areas. Businessmen wishing to travel outside Colombo should obtain details from the British High Commission of areas it is considered unsafe to visit, before leaving the city.

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India

IMPORT TRADE CONTROL POLICY 1971-72: The Indian Minister of Foreign Trade announced the Import Policy for 1971-72 to Parliament on May 1, one month later than usual. The joint policy of import substitution and export promotion is to be continued, coupled with a further expansion in the importing role of the state trading agencies.

State trading

Fifty-one additional items worth about Rs 130 crores (£72 million) per annum have been added to the list of items the import of which is reserved to the public sector, making a total of 112 items in all. The more important new items are in the categories of non-ferrous metals, chemical intermediates and a variety of iron and steel and ferro-alloy items. On this basis some 70 per cent of all India's imports will be in the public sector by the end of the financial year.

Import substitution

One-hundred and seventy items have been removed from the list of permissible imports, the main categories affected being iron and steel items, dyes, drugs and medicines, chemicals, automobile ancillaries and refrigeration, air conditioning and other machinery. In addition restrictions have been placed on the import of a further 67 items, among which the most important are drugs and medicines, chemicals and ball bearings.

Export promotion

The link between imports and exports has been retained and strengthened. The procedure whereby good exporters receive preference in their sources of supply continues but units in the priority sector who fail to reach their export target will be liable to cuts in their import licences.

Miscellaneous

1. There will be special import privileges for industrial units in backward areas and to new small-scale industries set up by qualified engineers and ex-servicemen.
2. Engineering firms, particularly in West Bengal, which have had to close down due to a shortage of raw materials will be given advance allocations of imported raw materials to enable them to re-commence manufacturing.
3. Hospitals, medical institutions and doctors may in future import limited quantities of instruments, apparatus and appliances without obtaining import licences.
4. A range of other import concessions to individuals, doctors, tractor owners and the small-scale sector completes the list of new measures.

Finally, it has been announced that the existing procedures for granting import licences will be reviewed and streamlined with a view to cutting out the delays and difficulties which have previously been a feature of the system.

Fuller information is available to British exporters on application. Details of the items in which they are interested should be given.

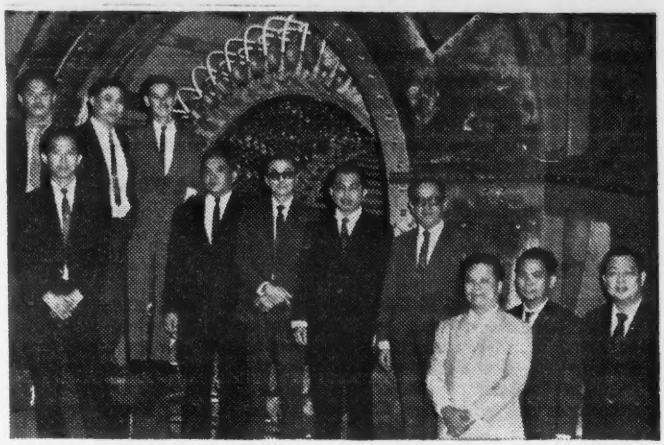
EDB Ext. 420, 475

Pakistan

IMPORT POLICY – CORRECTION: A major revision of the Pakistan import policy for the period January to June 1971 was reported in *Trade and Industry* of May 5 (page 266). This notice stated, in error, that a number of items from the Licensable List had been transferred to the Cash-Cum-Bonus List. The following details of the changes, as published in the *Gazette of Pakistan*, have now been received:

Twenty-eight items on the Licensable List will now be imported on a cash-cum-bonus basis, but no items have been transferred from the Licensable List to the Cash-Cum-Bonus List. The Cash-Cum-Bonus List is suspended until June 30, with the exception of imports under the Raw Material Replenishment Scheme and 36 items which will be imported exclusively for East Pakistan.

EDB Ext. 420, 475



Twenty-two prize winners in a domestic appliance sales competition organized by The General Electric Company's subsidiary in Malaysia began a two-week tour of European cities recently. Members of the party are pictured here beside a 500MW hydrogen-cooled generator which is being built at the company's Stafford factory for Liddell Power Station in Australia. The competition, part of an all-out sales drive by GEC Malaysia, helped to boost appliance sales and also enabled GEC Malaysia to claim a dominant share – over 40 per cent – of the refrigerator and air conditioning market despite fierce Japanese competition.

TARIFF CHANGES: The Pakistan Government, having considered the reports of the Tariff Commission for grant of protection to the indigenous acetic acid, caustic soda and malted milk industries, recently approved the following measures of protection:

1. Acetic acid (ex BN 29.14):

The GATT – bound rate of 25 per cent *ad valorem* import duty to be raised to the statutory rate of 50 per cent for two years from February 27, 1971.

2. Caustic soda (ex BN 28.17):

Where the landed cost of caustic soda is lower than Rs 1,700 per long ton, an additional import duty to be imposed so as to raise the landed cost to Rs 1,700 per long ton. This measure remains in force till the end of 1971.

3. Malted milk (ex BN 19.02):

A duty of 40 per cent *ad valorem* to be levied on the import of malted milk and similar preparations composed of powdered milk and malt extract with or without added sugar. In addition, sales tax at the normal rate of 20 per cent to be charged. The items formerly entered free of import duty and sales tax. These measures remain in force for one year from February 27, 1971.

EDB Ext. 420, 475

People's Democratic Republic of Yemen

EXCHANGE CONTROL REGULATIONS: A new exchange control law. No. 16 of April 21, has been enacted in the People's Democratic Republic of Yemen. For the most part this codifies the existing regulations laid down by the Exchange Control Department. The main new provision is the requirement that all foreign exchange held by 'resident persons' must be offered for sale to official dealers. **EDB Ext. 420, 475**

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As part of a day's programme in Crawley arranged by the Crawley Commission for the New Towns, Sultan Hamengkubuwano of Jogjakarta, Indonesia, toured the APV Works in Manor Royal, Crawley. Those accompanying him included the Indonesian Ambassador to London, and the Economic and Financial Minister at the Indonesian Embassy. The Sultan's stay in England was under the auspices of the Central Office of Information. Picture shows (right to left): Mr. M. Seligman, managing director, APV International, the Sultan of Jogjakarta, and Dr. R. Seligman, president and founder of APV.

Australia

TARIFF BOARD INQUIRY ON ALUMINIUM AND ARTICLES THEREOF: The Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of aluminium and articles thereof (tariff items within chapter 76 except for 76.05). This reference is of departmental origin and as a result of representations by local industry. Details of the tariff items under which the above mentioned goods are dutiable may be obtained from Export Data Branch, Ext. 401, 468 or 469. This matter has been reported by the British High Commission in Canberra, which has been asked to notify the Australian authorities at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than June 7, 1971. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, quoting reference No. CRE 1751/71.

CRE Ext. 2318, 2319

TARIFF CHANGES: Details are given below of changes made in the Australian Customs Tariff by Customs Tariff proposals which came into effect on May 5, 1971 and include those consequent upon the Tariff Board inquiry into pulp (New Zealand-Australia Free Trade Agreement).

Amendments of Part II of the First Schedule to the Customs Tariff 1966-70

Tariff Item	Goods	Rate of duty	
		General	Preferential
Omit sub-item 47.01.1, insert the following sub-items:			
'47.01.1	Softwood pulp, as prescribed by by-law; pulp, other than softwood pulp, for use in the manufacture of paper or as furnish in the manufacture of other goods	Free	Free
47.01.2	Softwood pulp for use in the manufacture of paper or as furnish in the manufacture of other goods	20%	20%'
Omit sub-item 48.10.1, insert the following sub-items:			
'48.10.1	In rolls for use in the manufacture of cigarettes by a person who is a manufacturer for the purposes of the Excise Act 1901-1968	50% $0·017 per 60 tubes	27½% $0·017 per 60 tubes'
48.10.2	Cigarette tubes		

EDB Ext. 401, 468, 469

(*Continued on next page*)

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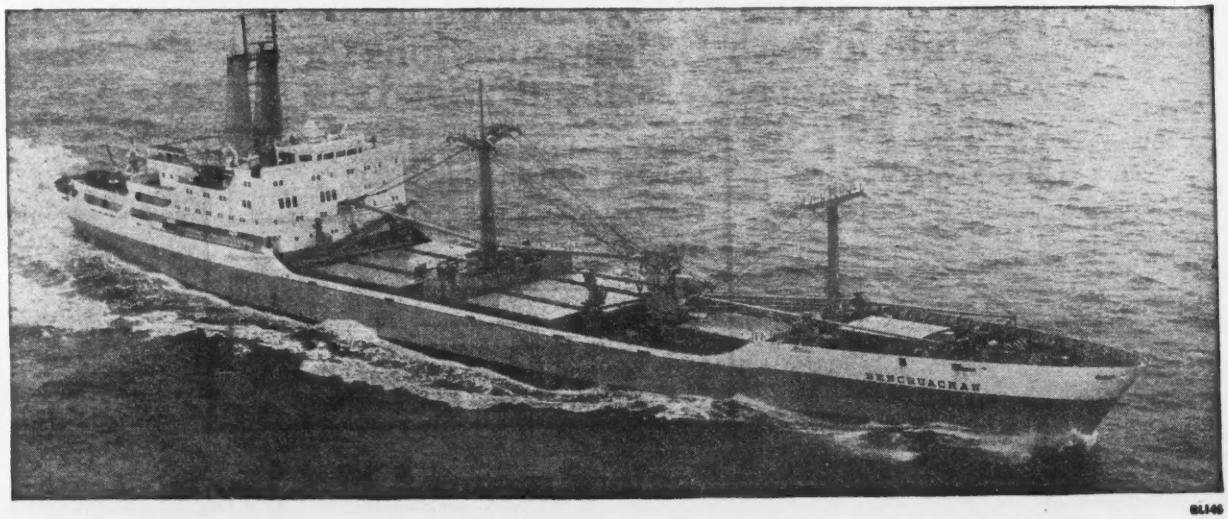

BL146

AUSTRALIA, *continued*

SPECIAL ADVISORY AUTHORITY INQUIRY RESULT – FLUE HEATED ECONOMIZERS: A notice was published in *Trade and Industry* on April 14 to the effect that a reference had been made to the Australian Special Advisory Authority in respect of flue heated economizers (tariff item 84.02.100). The inquiry has now been held and as a result of the Special Advisory Authority's recommendations an additional temporary duty has been imposed with effect from May 18, 1971, of 20 per cent on economizers other than of cast iron or cast iron clad. This new duty does not apply to goods in transit on, or before April 2, 1971 providing they are entered for home consumption on arrival. Further details will be published as soon as possible.

EDB Ext. 401, 468, 469

RESULTS OF TARIFF BOARD INQUIRIES – VEGETABLE OILS AND KNITTED, ELASTOMERIC AND ELASTIC FABRICS: Changes have been made in the Australian Customs Tariff affecting the rates of duty payable on certain vegetable oils. No changes have been made with regard to knitted, elastomeric and elastic fabrics. Particulars of the above changes will be published in *Trade and Industry* as soon as possible. In the meantime brief details may be obtained from Export Data Branch.

EDB Ext. 401, 468, 469

New Zealand

CUSTOMS TARIFF INQUIRY – BOOKBINDERS' GATHERING AND STITCHING MACHINES: In its report No. 114 of February 23, 1970, to the Minister of Customs (see the *Board of Trade Journal* of May 20, 1970, page 1433), the New Zealand Tariff and Development Board recommended that because of the need for more development and testing, involving both the New Zealand manufacturer and the 'user industries', the question of duties and import licensing concerning bookbinders' gathering and stitching machines (ex TI 84.32.00) should be reviewed by the

(*Continued on page* 451)

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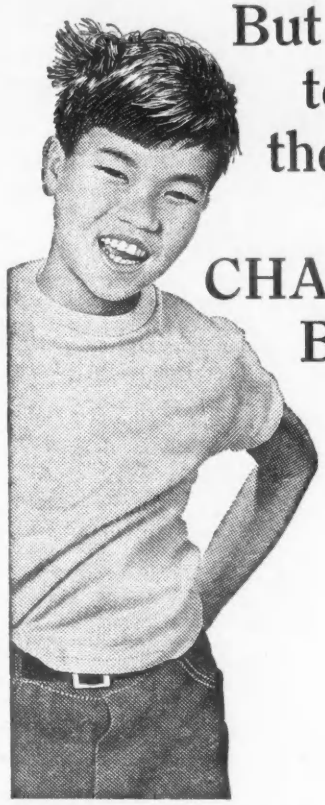

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NEW ZEALAND, *continued*

Tariff and Development Board in June 1971. This recommendation was accepted by Government.

The Board will therefore now be reviewing this matter and, in accordance with its normal procedures, will conduct a public hearing in Wellington, on Tuesday, July 27, 1971, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Acting Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Tuesday, July 13, 1971. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50, Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401, 468, 469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade' telephone Wellington 43-706 (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member – details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Division. Reference CRE 754/69.

CRE Ext. 2321

Panama

POLYURETHANE FOAM ADDED TO LIST OF RESTRICTED IMPORTS: Rigid and flexible polyurethane foam has been made subject to an annual quota, which must not exceed the average imports into Panama for 1968 and 1969. Preference will be given to importers who have previously dealt in such goods.

EDB Ext. 474, 476, 7312

BRASSIERES ADDED TO THE LIST OF RESTRICTED IMPORTS: Brassieres of all colours and styles have been made subject to an annual quota, which must not exceed the average imports into Panama for 1969 and 1970. Preference will be given to importers who have previously dealt in such goods.

EDB Ext. 474, 476, 7312

Cuba

CHANGE OF POSTAL ADDRESS: Exporters are asked to note that the address for correspondence from Britain to Cuba has now been changed to: British Embassy, c/o PO Box N1229, Nassau, Bahamas.

CRE Ext. 2627

A test demonstration in Buenos Aires of Arrow Construction Equipment's D500 *mobile hydraulic hammer. The test was carried out under the supervision of the Buenos Aires Municipality.*

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Chile

FOREIGN EXCHANGE REGULATIONS: The Executive Committee of the Chilean Central Bank recently issued Circular No. 1506 to the local Commercial Banks requiring the advance presentation of applications by local employers to purchase exchange in order to pay for professional or technical services rendered from abroad or by foreigners going to the country. The rule also applies to exchange needed to pay for artistic, sporting or similar events. A copy and translation of the Circular is available on request.

CRE Ext. 2289

PRIOR DEPOSITS: The Chilean *Official Gazette* of April 29 contains a list of a wide range of goods on which a prior deposit of 10,000 per cent c.i.f. has been imposed. This prior deposit does not apply to goods coming from LAFTA sources or those ordered by Government Departments.

EDB Ext. 474, 476, 7312

United States

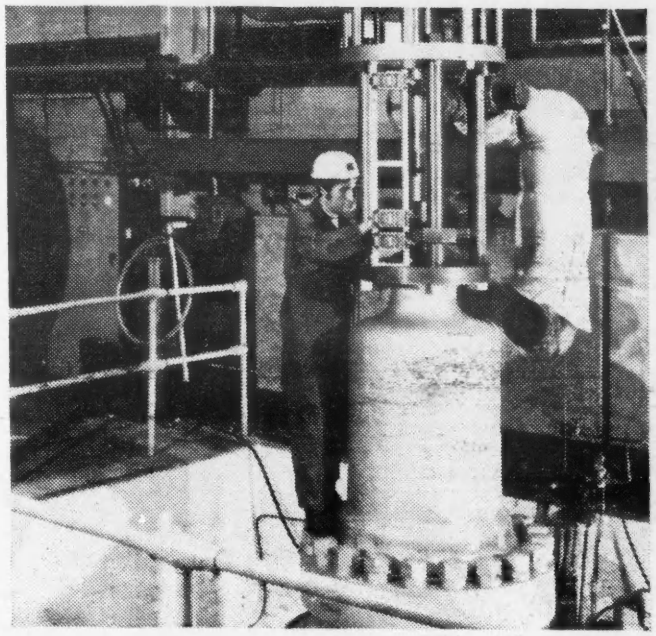
IMPORTS OF MINIATURE AND INSTRUMENT PRECISION BALL BEARINGS: The *Board of Trade Journal* of February 21, 1969, and March 3, 1969, announced the United States Government's intention to investigate the imports of miniature and instrument precision ball bearings into the United States. The United States office of Emergency Preparedness, who conducted this two year study, have now published their report and have concluded that ball bearings of this type are not being imported into the United States in sufficient quantities or under such circumstances as to threaten national security. The United States Department of Defence has, however, issued a 'procurement directive' requiring that only United States and Canadian-produced bearings of this kind be used, where practicable, in the fulfilment of Defence contracts. This regulation applies to all rolling contact ball bearings with a basic outside diameter of 30mm or less.

CRE Ext. 3364

ELECTRONIC PRODUCTS: Amendments to labelling and certification requirements and also for record keeping requirements are proposed by the United States Department of Health, Education and Welfare, to become effective on republication in the Federal Register (*Board of Trade Journal* of June 24, 1970, gave notice of previous amendments). Reference FR 16.4.71.

CRE Ext. 2397

FINAL INSPECTION BEFORE SHIPMENT



One of a new generation of 28in. bore emergency closing type parallel-slide valves undergoing final inspection at the Huddersfield factory of Hopkinsons Ltd. before shipment to a North American nuclear power plant. A further order for similar valves has been placed with Hopkinsons Ltd. by the Swedish State Power Board for installation in their Ringhals 2 nuclear power station.

MOTOR VEHICLE POLLUTION – CALIFORNIAN WAIVER: *Trade and Industry* of January 20 announced the date of the hearing of the request from California for waiver of Federal Restrictions on motor vehicle pollution in order to apply more stringent standards. The Environmental Protection Agency has now announced that California has obtained the waiver, applicable to specified model years. Reference FR 30.4.71.

CRE Ext. 2397

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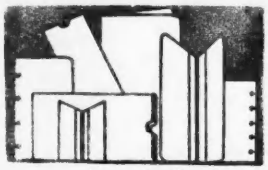

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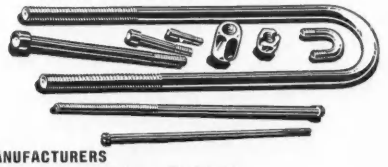

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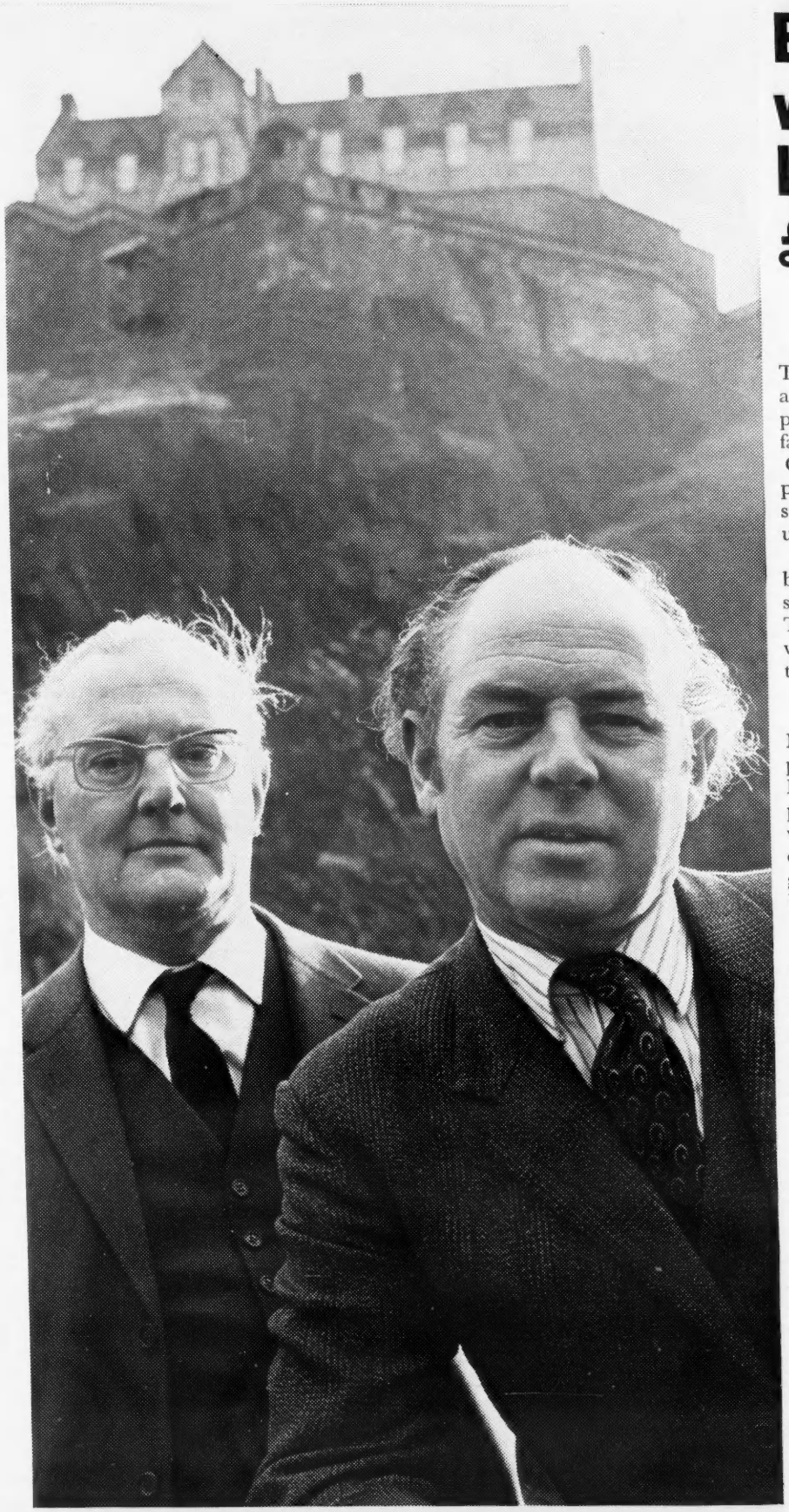

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